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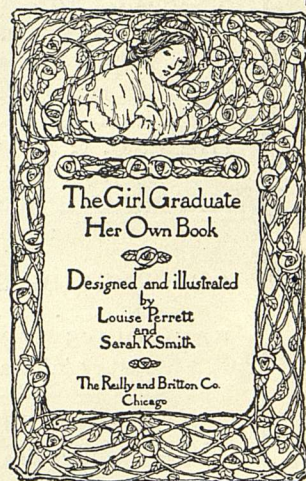
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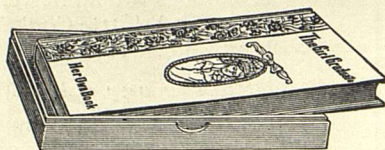
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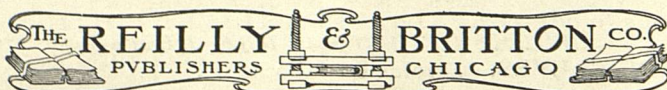
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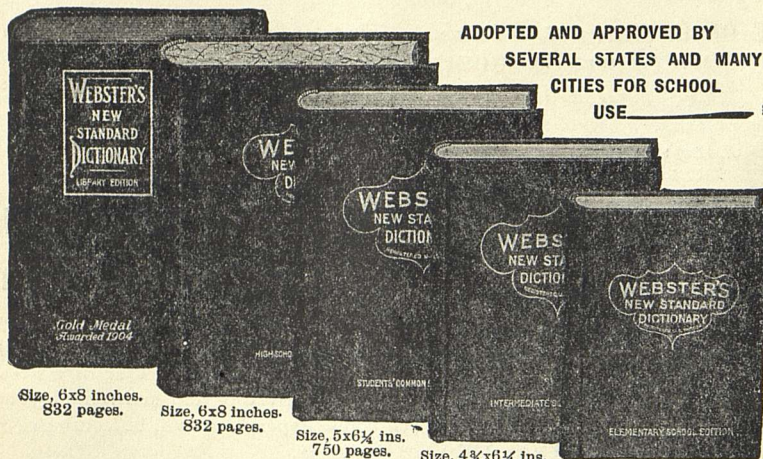
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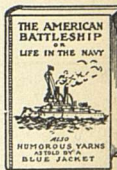
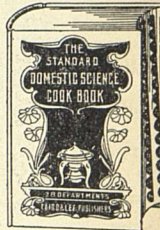
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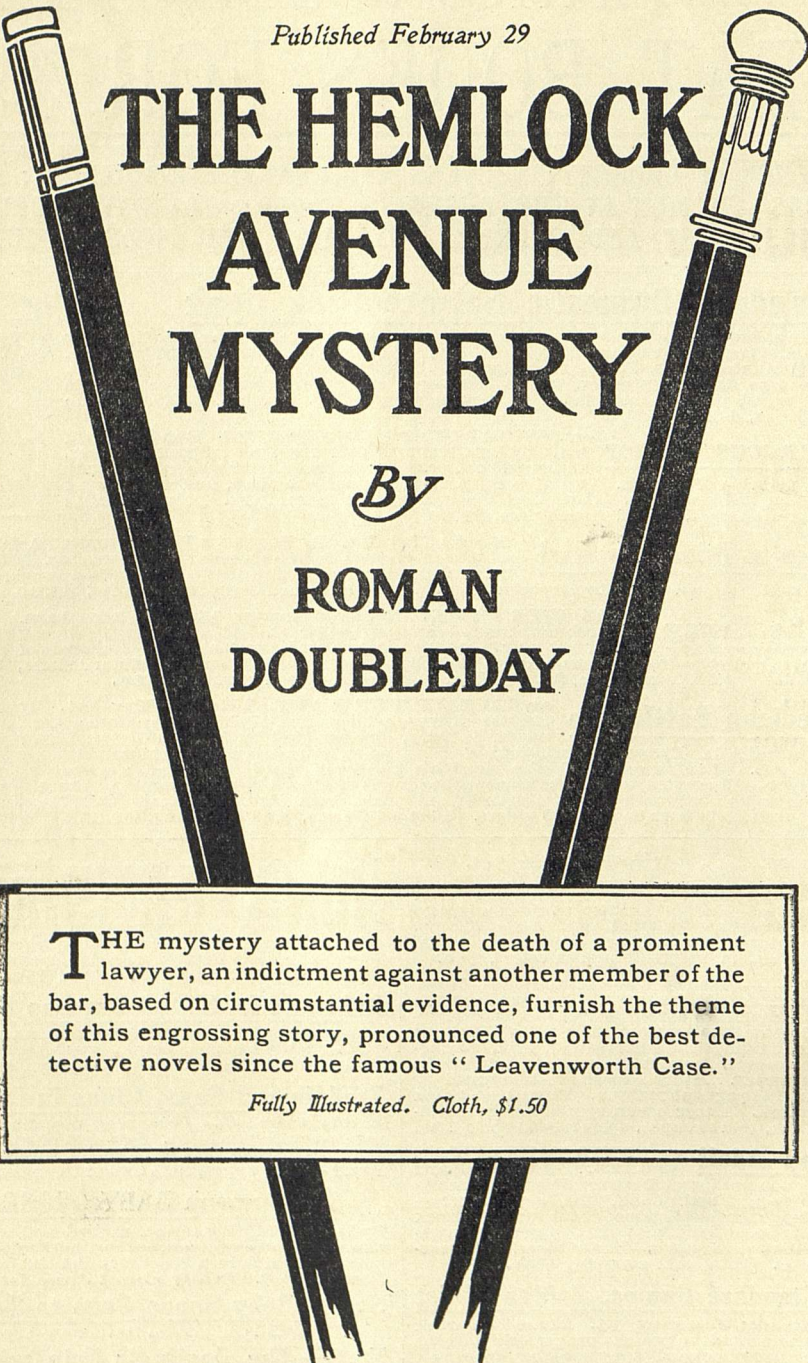
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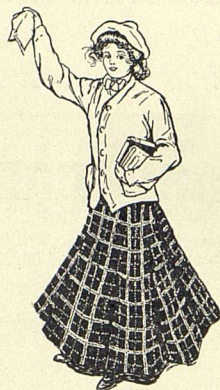
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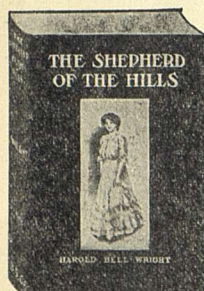
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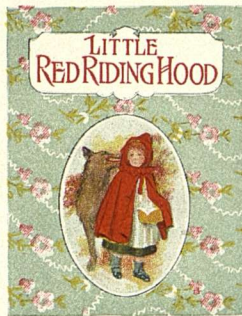
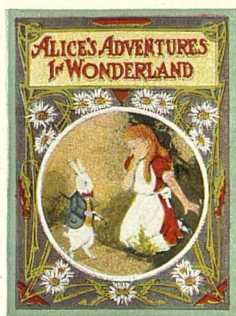
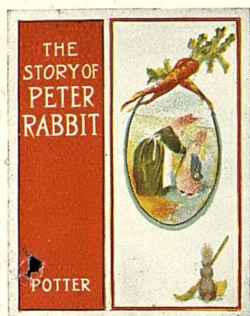
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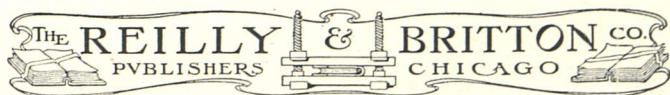
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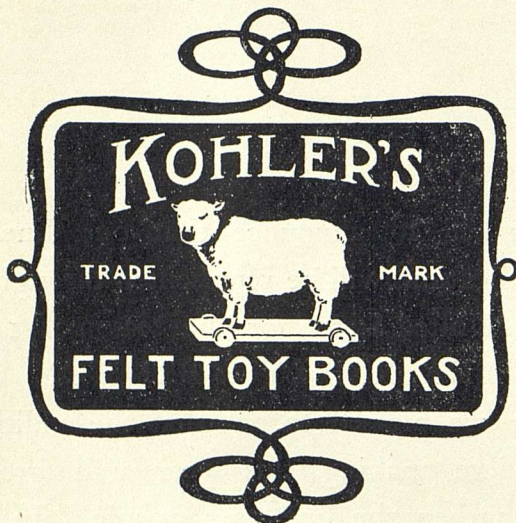
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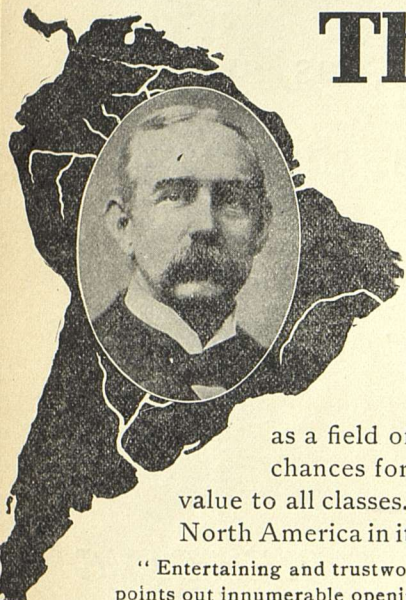
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Acton, J: Emerich E: Dalberg. [Lord Acton.] The Cambridge modern history; planned by the late Lord Acton; ed. by A. W. Ward, G. W. Prothero, Stanley Leathes. In 12 v. v. 5, The age of Louis XIV. N. Y., Macmillan, 1908. 32+971 p. 8°, cl., **\$4 net.

Allison, Young E. The delicious vice: pipe dreams and fond adventures of an habitual novel-reader among some great books and their people. Cleveland, O., [Burrows Bros. Co.] [priv. print.] 1907, [1908.] c. 48 p. S. bds., *\$5 c. net. (220 copies.)

"The delicious vice" is novel reading. In four related essays the author writes of novels he has read. Contents: A rhapsody on the noble profession of novel reading: Novel-readers as distinguished from women and nibblers and amateurs; Reading the first novel, being mostly reminiscences of early crimes and joys; The first novel to read—containing some scandalous remarks about "Robinson Crusoe."

Aristotle. De anima; with translation, introd. and notes by R. D. Hicks. [N. Y., Putnam, 1908.] 626 p. 8°, cl., **\$5.50 net.

Baird, J: Cranmer. The traveler and the grapes. N. Y., Broadway Publishing Co., [1908.] c. '07. 3+258 p. pls. D. cl., \$1.50.

The romantic story of a traveler who seeks shelter in a fierce storm in the cave of an aged hermit. The hermit tells him a wonderful story having its beginning a hundred years back of a king and his kingdom, in which the supernatural abounds.

Barber, Eli. Home memories. Bost., Richard G. Badger, 1908. c. 420 p. D. cl., \$1.50.

Gives a picture of simple, healthful home life in the country for boys to see. The city is taking the young men from the country. The author desires to feed their memories with happy pictures while they are hurried through temptations of city life and forced to the wall by congested humanity and congested wealth.

Barron, E: The lost goddess. N. Y., Henry Holt & Co., 1908. c. 3+341 p. D. cl., \$1.50.

At a New York dinner party a South American drinks too much champagne and insults his host's wife, and is punished severely. In revenge he concocts a plot that sends the whole party, men and women, to the head waters of the Amazon in search of a lost goddess, claiming to be a young American girl, held prisoner by the natives. They meet with many perilous adventures and become involved in a political conspiracy, and are most thankful to get back to New York City.

Bequer, Gustavo Adolfo Dominguez. The "rimas" of Gustavo A. Bequer; tr. [from the Spanish] by Jules Renard. Bost., Richard G. Badger, 1908. c. 5-78 p. D. bds., \$1.25.

Bell, Alexander Graham. The mechanism of speech: lectures delivered before the American Association to Promote the Teaching

of Speech to the Deaf; to which is appended a paper, Vowel theories, read before the National Academy of Arts and Sciences; il. with charts and diagrams. 2d ed. N. Y., Funk & Wagnalls Co., 1907, [1908.] c. '06. 15+133 p. O. cl., **\$1.20 net.

When these lectures were originally delivered the teachers present were encouraged to ask questions concerning difficulties experienced in imparting the power of articulate speech to deaf children. In this volume the questions and answers have been appended to the lectures in the hope that the replies may be of assistance to other teachers engaged in this difficult and laborious work. Many typographical errors have been corrected.

Benedict, Roswell Alphonzo. Malefactors of great wealth! N. Y., American Business Bureau, [1908.] c. '07. 462 p. por. O. cl., \$2.

A case on appeal from Judge Lynch to the court of fair play; argument. R. A. Benedict of counsel for defendant. A reply to President Roosevelt's recent message to Congress on the trusts and the "predatory rich." Author a member of the New York bar.

Berg, Ernst Julius. Electrical energy, its generation, transmission, and utilization: lectures given at Union University. N. Y., McGraw Publishing Co., 1908. c. '07. 11+184 p. diags., O. cl., *\$2.50 net.

Compiled from a series of lectures intended to bridge the theoretical instructions given in the ordinary university education and the practical problems confronted in commercial engineering. It is assumed that the student is in a general way familiar with the fundamental principles of electrical engineering and to some extent with the theories of the various phenomena and apparatus involved.

Bible. New Testament. The Sermon on the Mount. N. Y., Duffield & Co., 1908. c. nar. D. (Rubric ser.) cl., **60 c. net.

Bloomfield, Maurice. The religion of the Veda, the ancient religion of India; (from Rig-Veda to Upanishads.) N. Y., Putnam, 1908. c. 15+300 p. O. (American lectures on the history of religions.) cl., **\$1.50 net.

Author is professor of Sanskrit and comparative philology in Johns Hopkins University, Baltimore, and a leading authority on Vedic literature. In his preface he says: "The reader of these pages will, I hope, learn to his satisfaction how the religion of the Veda rests upon a prehistoric foundation which is largely nature myth; how this religion grew more and more formal and mechanical in the Yajur-Vedas and Brahmanas, until it was practically abandoned; how and when arose the germs of higher religious thought, and finally, how the motive and principles that underlie this entire chain of mental events larded Hindu thought in the pantheistic and pessimistic religion of the Upanishads, which it has never again abandoned." Index.

Boas, Franz. Anthropology: [a lecture del. at Columbia Univ.] N. Y., [Macmillan,] 1908. c. 8°, pap., 25 c.

Carr, C. T. Collective ownership otherwise than by corporations or by means of the trust: being the York prize essay for the year 1905. [N. Y., Putnam, 1908.] 118 p. 8°, cl., \$1.50 net.

Castle, Mrs. Agnes Sweetman and Egerton. Flower o' the Orange, and other tales of bygone days. N. Y., Macmillan, 1908. c. 7+311 p. col. front. D. cl., \$1.50.

Contents: 1, Flower o' the Orange (The period is the early years of the last century); 2, The young conspiracy (1745); 3, The great white deeps (1749); 4, My rapier and my daughter (1595); 5, The great Tordescan's secret thrust (1602); 6, Pomona (The period is the early part of Charles II's reign); 7, The mirror of the faithful heart (Early Georgian).

Cody, Sherwin. How to do business by letter, and training course in business English composition. Chic., School of English, [1908.] c. 172 p. D. cl., \$1.

Author claims a careful study of this book will educate the true business instinct. The book is not theoretical, but is prepared by successful practitioners of the art of doing business by mail. The training in English composition relating to business is exhaustive.

Colaw, J.: Marvin, Duke, Frank Williamson, and Powers, Ja. Knox. School arithmetic: elementary book; [with answers.] Richmond, Va., B. F. Johnson Publishing Co., [1908.] c. 256 p. il. D. (Johnson ser.) cl., 35 c.

The first author has written a series of mathematical text-books; the second is superintendent of the Virginia Mechanics' Institute; the third formerly professor of mathematics in the Alabama State Normal College. The book is intended to cover the work usually given in the first four school years.

Corner, Mrs. Caroline. Ceylon, the paradise of Adam: the record of seven years' residence in the island; with 16 full-page illustrations. N. Y., John Lane Co., (The Bodley Head,) 1908. 14+324 p. O. cl., \$4 net.

An intimate picture of the native life of Ceylon by an English lady who spent seven years in that island, coming there as a bride. Her book offers a very thorough study of its social conditions, customs and religions.

Crampton, H. E. Zoology: [a lecture del. at Columbia Univ.] N. Y., [Macmillan,] 1908. c. 8°, pap., 25 c.

Davison, C., and Richards, C. H. Plane geometry for secondary schools. [N. Y., Putnam, 1908.] 411 p. 8°, cl., \$1 net.

Doubleday, Roman. The Hemlock Avenue mystery; il. from drawings by C.: Grunwald. Bost., Little, Brown & Co., 1908. c. '07, '08. 276 p. D. cl., \$1.50.

The body of a prominent lawyer, evidently murdered, found on Hemlock Avenue, a quiet street of a small American town, is the beginning of the story. Circumstantial evidence points to another lawyer as the murderer and he is arrested and indicted. A young newspaper man, interested in the suspected man, is the principal in unravelling the mystery. One person after another is suspected, several being women, and finally cleared. The real explanation is simple enough when brought out at the end.

Draper, G.: Otis. More: a study of financial conditions now prevalent. Bost., Little, Brown & Co., 1908. c. 7+246 p. D. cl., \$1 net.

The views of an American business man (the Hopedale manufacturer) on certain live issues, such as currency, tariff, trusts, labor unions, socialism, etc. The point of view is original.

Drawbridge, Rev. C. L. Religious education: how to improve it. [Cheaper ed.] N. Y.,

Longmans, Green & Co., 1908. 222 p. O. cl., price reduced from \$1.25 net to .90 c. net.

For note see "Weekly Record," P. W., Dec. 15, 1906 [1820].

Dunraven, Earl of, [Windham T.: Wynham-Quin.] Self-instruction in the practice and theory of navigation. Rev. and enl. ed. In 3 v. N. Y., Macmillan, 1908. 17+272; 9+337; 9+340+35 p. diagrs., 8°, cl., per set, \$8 net.

Lord Dunraven has for the convenience of handling divided his work into three volumes and has incorporated certain additions and improvements not contained in the first edition in two volumes published in 1900.

Eddy, C. A hole in the coat: [novel.] N. Y., Cassell, 1908. 342 p. il. 12°, cl., \$1.50.

Ellis, Carlos Bent. Practical bookkeeping; with il. of some of the principal features of office practice. Bost., Allyn & Bacon, 1908. c. '07. 4+252 p. O. cl., \$1.35.

Author is director of the Commercial department of the Technical High School of Springfield, Mass.

Ellis, J.: Breckenridge. Arkinsaw cousins: a story of the Ozarks. N. Y., Henry Holt & Co., 1908. c. 328 p. D. cl., \$1.50.

A little town of southern Arkansas is the home of the Thornberry family, whose fortunes the story follows. The name included members both rich and poor and in widely different occupations, but clannish as a family and loyal to the claims of cousinships. Nothing startling nor dramatic is in the story. The neglected, sleepy little town, with its lazy and not unhappy characters, each one of whom is an original sketch, is well described, the happenings being such as occur to everyday people in everyday life. It is the writer's keen sense of humor, which is always kindly, that makes the story so readable.

Fitchett, Rev. W.: H. The beliefs of unbelief: studies in the alternatives to faith. N. Y., Eaton & Mains, [1908.] c. '07. 6+293 p. D. cl., \$1.25 net.

The Australian Wesleyan minister, author of "The unrealized logic of religion," etc., says that the new unbelief does not deny; does not affirm; it would describe its own mood as a state of mental equipoise. But "to justify the alleged equipoise of doubt, not only the forces for faith and against it, but for doubt and against it must be ascertained and assessed." These papers attempt to define and assess the positions of doubt first by stating the Christian faith about God, Christ and the Bible, then examining the alternative doctrines advanced to-day. In short, it is an appraisal of the "evidences" of irreligion.

Fontaine, Marie Louise P. Les facheux: comédie en un acte. N. Y., William R. Jenkins Co., [1908.] c. '07. 41 p. 12°, pap., 25 c.

Franklin, W.: Suddards, Crawford, C. M., and Macnutt, Barry. Practical physics: a laboratory manual for colleges and technical schools. In 3 v. v. 3, Photometry: experiments in light and sound. N. Y., Macmillan, 1908. 7+77 p. diagrs., 8°, cl., .90 c. net.

Gibbs, Philip. The romance of George Villiers, first Duke of Buckingham, and some men and women of the Stuart court; with 20 illustrations. N. Y., Putnam, 1908. 14+402 p. pors. O. cl., \$3.50 net.

As a character of romance George Villiers, first Duke of Buckingham, has scarcely an equal in English history of the Stuart period. Not only his handsome face and dashing manners made him a conspicuous figure, but he had shining qualities along with many shortcomings. His power over men is shown in the fact that he held the position of king's favorite in two reigns—that of James I. and that of

his son, Charles I. He was, in fact, a great adventurer whose intrigues and exploits have served as material for more than one historical romance. List of authorities (1 p.). Index. By the author of "Men and women of the French Revolution" and other works.

Goss, W. Freeman Myrick. High steam-pressures in locomotive service. Wash., D. C., Carnegie Institution of Washington, 1907, [1908.] 6+144 p. pls. diagrs., tabs., O. (Carnegie Institution of Washington publications.) pap., \$1.25.

Mr. Goss is dean of the College of Engineering, University of Illinois, and late dean of the schools of engineering, Purdue University, Lafayette, Indiana.

Gray, J. J. Reclaimed; or, the mountain castle mystery: an international romance. N. Y., Broadway Publishing Co., [1908.] c. '07. 3+217 p. D. cl., \$1.50.

The story relates to a plot to murder three persons in order that a rich inheritance may come to a wicked man. Two are children whom the would-be murderers have not the heart to kill; they are spirited away to America and never discovered by their mother until they are grown up. The story opens in Saxony in the year 1860.

Hall, Bp. Arthur Crawshaw Alliston. The forgiveness of sins: a course of sermons. N. Y., Longmans, Green & Co., 1908. c. 3-118 p. D. cl., **\$1 net.

Author is Protestant-Episcopal bishop of Vermont. These sermons were preached in St. Paul's Church, Burlington, and in St. Stephen's, Middlebury, during Lent, 1907. *Contents:* The nature and possibility of forgiveness; Repentance the condition of forgiveness; Our Lord's sacrifice the ground of forgiveness; One baptism for the remission of sins; The forgiveness of sins after baptism; Remaining consequences of forgiven sins; The gift of the spirit for the office and work of a priest. Notes on the anointing of the sick.

Hamilton, W. Wistar, D.D. The helping hand: suggestions for winners of souls. Phil., American Baptist Publication Society, [1908.] c. 119 p. T. leath., **25 c. net; pap., **15 c. net.

Herry VIII., King of England. Assertio septem sacramentorum; or, defence of the seven sacraments; re-ed., with an introd., by Rev. L. O'Donovan; preceded by a preface by His Eminence Ja. Cardinal Gibbons. N. Y., Benziger Bros., 1908. c. 479 p. O. cl., *\$2 net.

Henson, Herbert Hensley, D.D. The national church: essays on its history and constitution, and criticisms of its present administration; with an introd. by the Rev. J. Llewelyn Davies. N. Y., Macmillan, 1908. 17+440 p. 8°, cl., *\$1.50 net.

Series of essays by the Rector of St. Margaret, Westminster, the general purport of which, he tells us, is to protest against the ecclesiastical assumptions which are tending to make the Church of England less national than it has been and still professes to be. He stands for the independence and the elevation of the incumbents as opposed to the growing supremacy of the episcopate.

Isham, Frederic Stewart. The lady of the Mount; with il. by Lester Ralph. Indianapolis, Ind., Bobbs-Merrill Co., [1908.] c. 389 p. D. cl., †\$1.50.

Built upon a rock on the northwestern coast of France is the Mount, the home of an officer of Louis XVI.'s government and his daughter, the Lady Elise. The governor is a cruel, unscrupulous man, who has seized the land of a young seigneur through a quibble of the law. The young man becomes an outlaw and freebooter, the commander of men and

ships. The love of the "Black Seigneur," as he is called, for Elise, and her love for him, his attempt to force an entrance into the Mount, and the final restoration of his property are among the many incidents of the story. By the author of "Under the rose," etc.

Jacoby, Harold. Astronomy: [a lecture del. at Columbia Univ.] N. Y., [Macmillan,] 1908. c. 8°, pap., 25 c.

Jameson, E. M. The Pendleton twins; il. [in col.] by S. B. Pearce. Cin., Jennings & Graham, [1908.] 7-303 p. D. cl., \$1.25.

Continues the stories of "The Pendletons" and "Peggy Pendleton" written for young people. The Pendletons are a family of English boys and girls who have the jolliest times and the most interesting adventures.

Kemp, Ja. Furman. Geology: [a lecture del. at Columbia Univ.] N. Y., [Macmillan,] 1908. c. 8°, pap., 25 c.

Keyser, Cassius Jackson. Mathematics: [a lecture del. at Columbia Univ.] N. Y., [Macmillan,] 1908. c. 8°, pap., 25 c.

Lee, Frederic Schiller. Physiology: [a lecture del. at Columbia Univ.] N. Y., [Macmillan,] 1908. c. 8°, pap., 25 c.

Lee, Guy Carleton, and others, eds. The world's orations. In 10 v. N. Y., Putnam, 1908. price reduced from \$3.50 to \$1.50.

The University edition was published in 1900-'01 as a subscription book.

London, Jack. The Iron Heel. N. Y., Macmillan, 1908. c. '07. 14+354 p. D. cl., †\$1.50.

The book tells of conditions in the capital and labor world during the years 1912 to 1932, when blood was shed and all kinds of secret societies were working at cross purposes to bring about true socialism. The story purports to be written in the year 419 of the Brotherhood of Man, seven centuries after the events occurred. An old manuscript hidden in 1932 by the wife of the man who lost his life for the cause contains the many arguments for socialism and a lurid picture of the last days of the reign of capital.

Meyer, Lucy Rider. Some little prayers. Cin., Jennings & Graham, [1908.] c. '07. 7-106 p. S. bds., *35 c. net.

About one hundred short prayers in prose and verse.

Millard, Junius W., D.D. Life's to-morrows: [seven sermons.] Phil., American Baptist Publication Society, [1908.] c. 13-128 p. D. cl., **75 c. net.

Myers, Cortland, D.D. The boy Jesus. Phil., [American Baptist Publication Society, 1908.] c. 9-80 p. il. D. bds., **60 c. net.

A boy's life of Christ by the author of "Making a life," etc.

Nichols, Ernest Fox. Physics: [a lecture del. at Columbia Univ.] N. Y., [Macmillan,] 1907, [1908.] c. 26 p. 8°, pap., 25 c.

Noyes, Alfred. The "Golden Hynde," and other poems. N. Y., Macmillan, 1908. c. 6+185 p. D. cl., **\$1.25 net.

O'Dwyer, Bp. E: T. Cardinal Newman and the Encyclical *Pascendi Dominici Gregis*: an essay. N. Y., Longmans Green & Co., 1908. 11+44 p. O. pap., *36 c. net.

The Bishop of London wrote this essay for a London Catholic review in which, owing to a difference of opinion between the editor and the writer, it is not to be published. The bishop here tries to set Cardinal Newman's views and opinions on questions involved in the errors of the Modernists side by side with the teaching of the present Pope

in his last Encyclical. The essay is a protest against the theories of the Modernists, the Catholic party that is trying to harmonize the teaching of the church with the progress of modern science. Newman is shown to have borne witness against the heresy of the future.

Putnam, Ruth. Charles the Bold, last Duke of Burgundy, 1433-1477. N. Y., Putnam, 1908. c. 14+484 p. pors. pls. maps, D. (Heroes of the nations.) cl., **\$1.35 net; hf. leath., **\$1.60 net.

Ruth Putnam is the author of "William the Silent" in this same series. The admission of her present subject among the "Heroes of the nations" she says, "is justified by his relation to events rather than by his national or his heroic qualities." And further—"Yet in spite of the failure to obtain either a kingly or an imperial crown the story of those same unaccomplished enterprises contains the germs of much that has happened later in the borderland of France and Germany where the projected 'middle kingdom' might have been erected. A sketch of the duke's character with its traits of ambition and shortcomings may therefore be placed, not unfitly, among the pen portraits of individuals who have attempted to change the map of Europe." Bibliography (6 p.). Index.

Richards, H. M. Botany: [a lecture del. at Columbia Univ.] N. Y., [Macmillan,] 1908. c. 8°, pap., 25 c.

Rickard, T. Arthur. Journeys of observation. San Francisco, Dewey Publishing Co., 1908. c. 16+255+7+130 p. il. pls. maps, 8°, \$3.50. Contents: Among the mines of Mexico, reprinted from the *Mining and Scientific Press*; Across the San Juan Mountains, reprinted from the *Engineering and Mining Journal*.

Robins, Elizabeth, [Mrs. G. R. Parkes; "C. E. Raymond," pseud.] Come and find me; with il. by E. L. Blumenschein. N. Y., Century Co., 1908. c. '07, '08. 13+531 p. D. cl., †\$1.50.

Author of "The magnetic north" again makes the spell of the Northland luring men on to cruel struggle, perhaps to failure and death, the dominating note of this story, with scenes both in California and Alaska. Nathaniel Mar, who has been in Nome in '65 and found gold there, is drawn back years after when broken and crippled. Jack Galbraith, traveller and discoverer, sacrifices friends and the girl he loves in his quest not for gold, but for the North Pole. Mar's daughter, Hildegard, starts alone for Alaska to find her father, and there in that wonderful North light learns to appreciate the faithful, patient love of Cheviot, who has followed her in order to protect her. The hero-worship of Hildegard and Bella for the unknown Galbraith is a compelling factor in the plot. Has been running serially in *The Century*.

Ryder, Rob. O. The young lady across the way; as interviewed by Robert O. Ryder and sketched by Harry J. Westerman. [Columbus, O., Young Lady Across the Way Co.,] 1908. c. 5-107 p. T. bds., *50 c. net. An amusing picture followed by a brief text (equally amusing) illustrate the inconsequent speech and limited intelligence of "the young lady across the way." The contents of this little book appeared originally in the *Ohio State Journal*.

Seager, H. Rogers. Economics: [a lecture del. at Columbia Univ.] N. Y., [Macmillan,] 1908. c. 8°, pap., 25 c.

Soule, Andrew MacNairn, and Turpin, Edna Henry Lee. Agriculture, its fundamental principles. Richmond, Va., B. F. Johnson Publishing Co., [1908.] c. '07. 320 p. il. pls. D. cl., 75 c.

Mr. Soule is President of Georgia State College, of Agriculture and Mechanic Arts. A common school text-book which aims to bring the child in contact with nature, to have him see for himself

how crop plants live and develop under various conditions, and to learn by observation and by simple experiment the relation of the soil and its elements to crop growing. In the appendix are suggestions for work on special subjects which may be desired in certain sections and grades.

Stirling, W. Outlines of practical physiology: being a manual for the physiological laboratory, including chemical and experimental physiology, with reference to practical medicine. 3d ed., rev. and enl.; with 289 il. Phil., P. Blakiston's Son & Co., 1907, [1908.] 16+402 p. 12°, cl., *\$2 net.

Taylor, Mary Imlay. The reaping; with a front. in color by G. Alfred Williams. Bost., Little, Brown & Co., 1908. c. 334 p. D. cl., †\$1.50.

The story of a beautiful, accomplished woman, who marries for money and position while loving a brilliant but poor man, who in time becomes a member of Congress and makes a name for himself. Margaret White's husband is untrue to her and she obtains a divorce from him, but when she turns to her old fiancé for consolation he has learned to love another. The scenes are from the political and fashionable life of Washington, the characters including cabinet ministers, senators, members of Congress, ambassadors and beautiful women. By the author of "My Lady Clancarty" and other novels.

Thompson, Francis. Hound of heaven: [poems.] N. Y., John Lane Co., (The Bodley Head,) 1908. 15 p. 16°, pap., *50 c. net.

Trant, W. Trade unions, their origin and objects, influence and efficacy; with an appendix showing the history and aims of the American Federation of Labor. 14th ed. Wash., D. C., American Federation of Labor, 1907, [1908.] 51 p. 8°, pap., 10 c.

Van Rensselaer, Mrs. J. King. Nonsuch euchre and kindred games. Phil., Bond Co., 1907, [1908.] c. 5-104 p. Tt. pap., \$2.

Sets forth the rules of nonsuch euchre, which the introduction says "is the most fashionable game of the day and is rapidly taking the place of bridge whist"; also the rules of declaration euchre, surprise euchre, Virginia euchre, four-hand euchre, progressive, tete-a-tete, triplet, railroad and boojum euchre, etc.

Whittaker, Edmund Taylor. The theory of optical instruments. [N. Y., Putnam, 1908.] 72 p. 8°, pap., *25 c. net.

Wilson, Floyd Baker. The discovery of the soul: out of mysticism, light and progress. N. Y., R. F. Fenno & Co., [1908.] c. 11-247 p. D. cl., \$1.

A foreword describes this as "An attempt to reveal the plane progressive man has obtained on his ascent toward freedom, and to throw light on the path leading through mysticism to the discovery of those unused powers within the soul which, duly appropriated, give expression to the divine in man."

Young, Rev. Dinsdale T. Messages for home and life. Cin., Jennings & Graham, [1908.] 11+274 p. D. cl., *\$1.25 net.

Discourses to young men and women and also to older persons. The titles are: A message to young men; A school for womanhood; Business life; Recreations and amusements; Reading; Love and courtship; Marriage; Home life; The religious life of young people; The spiritual biography of a Christian; Memory at the altar; Christian zealots; The man after God's own heart; Prophetic music; Christian unity; "The latest trumpet of the seven;" A token for good; Spiritual experiences at home. Author is an English clergyman.

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All matter for advertising pages should reach this office not later than Wednesday noon, to insure insertion in the same week's issue.

Publishers are requested to furnish title page proofs and advance information of books forthcoming, both for entry in the lists and for descriptive mention. An early copy of each book published should be forwarded, as it is of the utmost importance that the entries of books be made as promptly and as perfectly as possible. In many cases booksellers and librarians depend on the PUBLISHERS' WEEKLY solely for their information. The Record of New Publications of the PUBLISHERS' WEEKLY is the material of the "American Catalog," and so forms the basis of trade bibliography in the United States

"I hold every man a debtor to his profession, from the which, as men do of course seek to receive countenance and profit, so ought they of duty to endeavor themselves by way of amends to be a help and an ornament thereunto."—LORD BACON.

THE COMMERCIAL TRAVELLER.

"The history of commerce is the history of the intercommunication of peoples."—
Montesquieu.

THE distribution of the printed book since the earliest times has always been closely connected with the printer's travelling man, or the itinerant bookseller or peddler—the *bibliopola libros venales deportans*, as he euphemistically styled himself in the fifteenth century. In the days when the means of travelling were expensive and difficult to obtain; when, moreover, travel was attended by danger more frequently from marauding knights and their vassals than from the elements, the artisan of whatever trade or profession was obliged to seek out the buyer, since the buyer shunned the risk of going to any market but that nearest at hand. While the great fairs at Frankfort-on-the-Main, at Leipzig, in Paris and in the other important cities on the Continent always attracted bookbuyers from afar, the greater constituency of the printer remained hidden in its universities, monasteries and cloisters, or in some other retreat, generally at some distance from the main-travelled road.

It was in the dawn of the Era of Publication that the commercial traveller had his beginning, and that he became of the

greatest importance to his employer. Sturdy and courageous, sharp-witted and full of resource under all circumstances, these men were obliged to be, for on setting out on their journey, whether for the first or for the last time, the roads being at all times unsafe, they literally took their lives into their hands as well as their packs on their backs. When travelling in bands, which they always sought to do when opportunity offered, their goods stowed away on vans, the early printers' men, on their way from Antwerp, for example, to the Frankfort fairs took the route to Cologne. At Cologne they shipped their goods by water to Mayence and then completed their journey by wagon train to Frankfort. Rarely did they complete their journey without resistance of some kind, or, even when fully armed as they always were, without paying blackmail to the inmates of the castles the ruins of which now so helplessly frown upon the tourist who comfortably makes his way along either bank of the Rhine, reading, possibly, a new edition of some book in the defense of which one of those early pioneers of civilization left his life. For the struggle not infrequently ended in bloodshed and murder.

Truly, the lot of the early travelling bookseller was not an enviable one, beset as he was on the one hand by the rapacity of the robber barons and on the other hand by the bigots who regarded his trade as that of the sorcerer performed in league with Satan.

From force of habit we speak of these early bookhandlers, (not *buchhändler*,) as booksellers. As a matter of fact they were simply yeomen, who carried the sheets or folded signatures of the printed book* from the printing office to their destination, and whose knowledge, though they dealt in works printed in the classic language of the Latin and the Greek, extended but little beyond the vernacular. In those early days, as in a later period in our own country, the demand for the printed book always exceeded the supply;

*The printer, for a century or longer after the invention of printing, it should be remembered, did not attempt to put up his printed sheets as a bound book. He left that function to the bookbinder, whose craft is older than that of the printer's, and who was patronized by the scholar and bookbuyer rather than by the printer. Indeed, when the invention of printing began to multiply books to such an extent that the printer could only with difficulty keep a watch on his output, the bookbinder quite frequently obtained larger supplies of sheets than he had immediate demand for, which he bound up and sold for less than the printer sold his sheets—thus becoming the first and the most vexing underseller the publisher was obliged to deal with.

hence the bookhandler's task of putting his stock of books within the reach of the scholar and booklover was an easy one compared with the risk and danger of transporting it.

During the period of the Reformation, and especially during the storm and stress of the Peasants' War, the bookseller's status was raised, and he often makes his appearance as a reformer and as a more or less inspired messenger of new ideas in religion and government. He was then obliged to resort to many subterfuges and disguises to circulate the many seditious tracts and the more important propagandist literature of that period among his constituents, and also was obliged to be better versed in his wares than his predecessors had been.

From the beginnings of the art of printing on the Continent young men of good breeding and education were attracted to the "art preservative of all arts," and later to book-selling, and thus an aristocracy was formed of printers, publishers or booksellers that extends to our day among the booktrade of Europe, as a whole, especially in Germany. Elsewhere, in England, for example, the booktrade originally was recruited from other guilds, and many of the early members of the Stationers Company of London were first fishmongers, ironmongers, tanners and cloth merchants. It is due to this cause rather than to its lead in the art of printing that the German publisher and his assistants were always in advance of the booktrade in other countries.

In new countries, as in America, nineteenth century conditions were almost identic with those in Europe during the early sixteenth century, so far as intercourse between the inhabitants of the different States, and the supply of printed matter was concerned. From 1820 until the outbreak of the war between the states intercommunication was sporadic, expensive and exceedingly slow. The more enterprising booksellers in the South, once a year, after the cotton crop was harvested, came North to replenish their stores. The West was hardly explored. The booksellers from the East, the North and the Middle States once a year, afterwards twice a year, sought their way to the Philadelphia and New York markets to secure the latest publications. In time, the more ambitious publisher of Philadelphia and New York, then the centres of publishing, impatient of the apathy of their constituency, sent out their agents into the South, the North and the East. The booktrade, thus humored, became more and more disinclined to assume the inconvenience

and expense of visiting the book markets in the East, and thus the publisher—as he became known in time—found himself obliged to make a market for his wares away from his home.

Owing to the generally unsettled condition of the country, the early "drummer,"* like his prototype in the fifteenth century, was expected to be, first of all, a man able to take care of himself and of the goods with which he was entrusted. Whether he criss-crossed the country on a peddler's wagon, in a prairie schooner or on horseback, he was as liable to be called upon, in dealing with his enemies, the ruffian white men and predatory Indians, to hit hard and shoot straight, as he was in dealing with friendly and solicitous customers to drink hard and prove himself an adept at moral suasion.

So it was that the early drummer, though sound at heart, and however useful from a commercial point of view, was apt to be a showy and, especially at close range, an undesirable companion. Yet he was after all only a growth and product of his times—of those times when gambling, the duello, hard drinking, hard living, showy and gaudy surroundings were so common as to attract but little attention from the natives, and which, when pointed out by foreign observers like Mrs. Trollope and Charles Dickens, found not a few defenders.

With the growth and development of the country, and under the softening influence of education, the ruder business agent, the braggart "drummer," year by year either dropped out or was pushed out of the road to make way for his more agreeable and better-informed successor, the "commercial traveller." Year by year it has become more difficult for the ignorant or dissipated man to succeed "on the road." His clients have become more discriminating and less wasteful in conducting their business. Competition is steadily growing in numbers and keener in the struggle for business. The man who to-day is not as fully armed mentally as his forerunner was physically to follow the road will not go a long way before he is vanquished and called home.

The commercial traveller is becoming more and more an Ambassador of Commerce. To realize how true this is, it need only be remembered that the commercial traveller is al-

*During the early fairs the itinerant merchant, the tradesman without a *habitat*, to call attention to himself and his wares, went through the fair with a bass drum which he either beat himself or hired some one to beat for him—hence he became known as a "drummer."

ways absent on important business; that he is expected to be as truly a representative of the opinions of those at home as his sample trunks, if properly prepared and packed are representative, in miniature, of part of the home establishment—and that he is expected always to remember that his success and that of his firm are identical. And to a certain extent the fate of his house is in his hands—for one season at any rate—and for that reason he must be an organizer as well as a merchant.

The fraternity of commercial travellers now numbers thousands where fifty years ago they did not number hundreds. It has helped to build up towns and cities; it has aided by its energy in organizing large firms; has made large dividends for the stockholders of the railroads and has increased the importation and exportation of every known line of goods. Without the commercial traveller many factories and workshops would never have been built. He is responsible, to a certain extent, for the great emigration to this country; for without a demand for labor occasioned by the sales of all manufactured goods displayed and sold by the commercial traveller, our country would never have increased at the rate it has done in half a century. Who will then deny that the commercial traveller is one of the greatest necessities of this growing country, and in the coming generations to grow in importance a hundred fold!

A. G.

Recognizing the growing importance of the travellers, *THE PUBLISHERS' WEEKLY* deems the time ripe to enable them in a special issue of this journal to address themselves more directly to their constituents in the retail booktrade; and this has led us to prepare for their accommodation this special "Travellers' Number." We have attempted to give word, so far as we were able to obtain authentic information on the subject, as to who are represented by the different travellers, and in which sections of the country. To this we have added brief notes of some of the special lines handled by the traveller—restricted in most cases to the non-copyright reprints, "rebinds," in short, to the so-called "competitive" lines, booklets, calendars, novelties, etc., of which sight is apt to be lost in the more crowded announcement numbers of the trade journals; brief biographies of a few well-known travellers, with their portraits; a short sketch of the Brotherhood of Commercial Travellers, with a flashlight picture of the Brotherhood at its twenty-third dinner; notes

of changes in the retail booktrade; a list of department store buyers, and other information of value for reference or attractive because of its contemporaneous human interest.

Our readers should remember, in going over this issue, that in an experiment of this kind many lapses must occur, and that many omissions are due to the fact that it was not intended to exhaust the subject at this time, but that it was deemed desirable to reserve certain portraits and biographical sketches as well as other matter for another year, because we hope the success of this will encourage us to make the "Travellers' Number" a permanent annual feature of *THE PUBLISHERS' WEEKLY*. Suggestions as to how to make these issues of still further usefulness and attractiveness are in order, and will receive our best consideration in planning future numbers.

THE decision of the Supreme Court in the "canned music" cases, of which the text is given elsewhere, confirms the Circuit Court decision that mechanical music is not included under the copyright statute. The decision is not altogether a surprise to the friends of copyright, although it was hoped and expected that the Supreme Court would take the broader view of the statute. It indicates all the more the need of legislation to protect the rights of the musical author, and the friends of copyright will unite in defence of the rights of the musical composer to the fruit of his brain and fight it out on that line if it takes many sessions. It will be unfortunate, however, should the marked division of opinion on the music clause jeopard the passage of the whole copyright bill. A way out may possibly be found by eliminating from the general bill the mooted points and making it one on which both committees and all interested may unite, on the understanding that special measures on mechanical music and on extension of the manufacturing clause, both of which will be strongly fought, will be brought up after the main measure has been disposed of. The suggestion that the royalty scheme fought out twenty years ago before the English commission and in our own Congressional committees might prove the basis of a compromise, would probably not accomplish the desired result. The Authors' League is stoutly opposed to any such scheme, which might introduce the principle into general copyright legislation, and we understand that the musical composers specifically are also opposed to it.

NOTES ON TRAVELLERS AND THEIR LINES.

In this section it is intended principally to give the trade information of the territory covered by the travellers of whom we were able to collect data and a brief description of the lines carried by them. These descriptions have generally been confined to the so-called "competitive" lines, the cheaper series, "rebinds," "juvenile series" and novelties, though in some cases notice has been given of other books which their publishers intend to push specially. In cases where no mention is found of the lines carried by the travellers mentioned the information was not forthcoming from the publishers.

HENRY ALTEMUS COMPANY are making a fine showing of the large line of books for young people which is steadily growing in strength and in favor with the public. Among their better-known series, to mention but a few, are *Boys' and Girls' Booklovers Series*, *Illustrated Magic Wand Series*, with new copy-righted stories by Tudor Jenks; the *Illustrated Fairy Tales Series*, *Beautiful Stories from the Old and New Testaments*, *Illustrated Golden Days Series*, the *Cherrycroft Series*, the *Little Men and Women Series*, the *Illustrated Rose-Carnation Series*, the *Children of the Bible* and *Beautiful Stories*, two series of stories from the Bible; also, the *Young People's Library*, which now includes upwards of sixty stories admirably selected. For smaller readers they have half-a-dozen or more series, all handsomely gotten up. For older readers they have also a number of very attractive books, especially in the *Esperance Series*, the *Illustrated Holly Tree Series*, the *New Vade Mecum Series*, *In His Name Series*, the *Love and Friendship Series*, the *Petit-Trianon Series* and the *Illustrated Devotional Series*. Their *Handy-Volume* edition of Shakespeare's works, in 39 volumes, bound in cloth and limp leather, is a favorite with bookbuyers. They will have ready in April a new story entitled "Get-Rich-Quick Wallingford," by George Randolph Chester, described as an "up-to-the-minute business story," which will be read perhaps with profit by some but certainly with pleasure by all.

Travellers: L. G. Nourse, C. B. Nourse, A. M. Macmillan.

THE AMERICAN BAPTIST PUBLICATION SOCIETY have just ready "Axioms of Religion," by the Rev. E. Y. Mullins, D.D.; "The Boy Jesus," by the Rev. Cortland Myers, D.D.; "Sunday School Teachers' Pupil," edited by H. I. Musselman; "Life's Tomorrows," by the Rev. J. W. Millard D.D.; also, "The Helping Hand," by W. W. Hamilton. They have in preparation "Advent, and Other Sermons," by the Rev. Robert Stuart MacArthur, D.D.; "Christian Epoch-Makers," by Professor H. C. Vedder; "Health and Happiness," by Dr. Robert Maxwell Harbin; "How Does the Death of Christ Save Us?" by the Rev. Henry C. Mabie, D.D.; "Sunday School Teachers' Pedagogy," edited by H. I. Musselman; also, "Mature Man's Difficulties with His Bible," by the Rev. D. W. Faunce, D.D.

Travellers: The American Baptist Publication Society is represented by their agents in Boston, Chicago, St. Louis, Atlanta and Dallas, also, by George W. Jacobs & Co.

THE AMERICAN NEWS COMPANY call attention to their strong line of popular copyright novels issued in a special edition, attractively

bound in cloth, to retail at twenty-five cents. There are nearly thirty titles by such authors as F. Marion Crawford, James Lane Allen, Amelia E. Barr, Charles G. D. Roberts, Robert Neilson Stephens, S. R. Crockett and others equally well known.

D. APPLETON & COMPANY will be represented by Emil Heikel in Boston, Philadelphia, Pittsburg, the large cities in the Middle West and on the Pacific Coast, and by Harry B. Dunlap in the East, South and the smaller cities of the Middle West.

ANDERSON & STONER, a new firm in the publishing field, is composed of two enterprising young men, who have combined their extended individual experiences in the publishing business for the good of several remarkable lines of juveniles. Selden W. Anderson will be remembered by the book dealers in the South and Middle West, he having made the rounds among them for the past six years. Burton Stoner was formerly Sunday editor of *The Cincinnati Enquirer*. Anderson & Stoner announce two creditable and novel lines of juveniles—*Anderson's Limp Cloth Books* and *Kohler's Felt Toy Books*. The former is distinctive for its originality, being the latest addition to the class of washable fabric books. *Kohler's Felt Toy Books* are the result of an experimental period which culminated in a highly satisfactory and pleasing product. Both the above lines combine a remarkable list of fine illustrations and jingles which have come fresh from the pens of artist and author. All the pages of the books are bright and new, nothing second-hand having been included. Besides the cloth and felt books, this new firm is showing a charming and interesting juvenile—a large quarto bound in cloth—entitled "Piff Cottontail." This is a rare animal story which is bound to reach the hearts of children. The Stitt & Heineberg Co., 156 Fifth Avenue, New York City, are their special representatives.

Travellers: William Stitt, Jr., (East and South;) Jackson Heineberg, (Pacific Coast and Middle West;) E. D. Parker, (South-west.)

THE BAKER & TAYLOR Co. will publish in the spring and fall seasons of 1908 several books, important and standard, each strengthening the well-known character the house has developed for high-class art books. The most important publications will be "Modern Artists," by Christian Brinton, with sixty illustrations, four color plates and one photogravure. The "Child's Guide to Pictures," by Charles H. Caffin, and the "Child's Guide to Mythology," by Helen A. Clarke, will probably attract a great number of readers. "The Appreciation of Music" is a new volume in



JOHN H. BLACK

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the *Appreciation Series*. A new "Life of Lincoln," with much unpublished material at a moderate price, is especially appropriate and should be highly popular. They will follow their success of last year with "Browning's England," by Helen A. Clarke, and "The Chimes," by Charles Dickens, will be another volume, beautifully illustrated by George Alfred Williams. The second and third volumes of Sturgis's important "History of Architecture" are expected. "Materials and Methods in Fiction," by Clayton Hamilton, and "Building a Home," by H. W. Frohne and H. W. Desmond, may be said to be of intrinsic value. Margaret Coulson Walker, the popular author of "Lady Hollyhock and Her Friends," is engaged on "Bird Legend and Lore," which will be uniform with the first successful book. In fiction, Margaret Prescott Montague's "Emlyn's Valley," a new novel by Mabel Barnes-Grundy, other books of memoirs and other interesting items will complete the line. "Dr. Ellen," Juliet Wilbor Tompkins's California novel, is meeting with deserved success.

A. S. BARNES & COMPANY are showing a new work by the author of "Love Letters of a Worldly Woman," under the title of "Proposals to Kathleen." In her whimsical farewell to maidenhood Kathleen, a bridge-to-be, sums up her store of experience at the expense of her old lovers. It is a criticism delicately keen of the men who seek to marry. They will publish very shortly "Graded Games and Rhythmic Exercises," by Marion B. Newton, supervisor of the Department of Physical Education, Rochester, N. Y.; and "Grammar and its Reasons," by Mary Hall Leonard.

Travellers: H. K. Fly, (West); J. B. Pratt, (East.)

ALFRED BARTLETT, whose line of calendars and "Cornhill" booklets and dodgers are shown throughout the years as side-line by different travellers, will represent himself on the road during April and May.

BRENTANO's line will be shown in the larger cities of the South and West and on the Pacific Coast by Laurens Maynard. John Kearney will represent the line in the East, South and Middle West. Each will also carry a few smaller, but important, side-lines.

BREWER, BARSE & Co., Chicago, announce that their line will be exclusively presented to the trade throughout the United States by The Reilly & Britton Co. for the season of 1908, and that their travellers are now showing early samples of their new publications. Brewer, Barse & Co. began business in 1906, bringing out at that time one book, "Billy Whiskers' Friends," by Frances Trego Montgomery. Last year a number of popular items, including "Billy Whiskers, Jr., and His Chums" and "Santa Claus' Twin Brother," both by Mrs. Montgomery, were important features of their publishing program. They also brought out "Toasts and After Dinner Stories," *The Rainy Day Series*, comprising six titles of children's classics, illustrated by Hugo Von Hofsten: "Dinners and Lunches," "Suppers," "Breakfasts and Teas," "Parties and Entertainments," by Paul Pierce, and a theatre-goer's record, entitled "Plays and Players." This season's additions to the line are to be formally announced in the near future. Among them there is to be another "Billy Whiskers" book, by Mrs. Montgomery, and a number of novelty publications, their list now having grown to more than thirty items.

H. M. CALDWELL COMPANY announce many new and attractive additions to their various series, which have been long known for their artistic and original make-up and for their reasonable prices. Their juvenile list will be enlarged by several new books printed in color, by Bridgman, Matthews, Gould and others. Their well-known series of books for young people, such as the *Twentieth Century Juveniles*, *Six to Sixteen*, *Editha*, *Every Boy*, *Famous Books for Girls* and *Great Books for Boys* will either be further enlarged or will be issued in a new dress, with new cover designs or improved in some other way. For adult readers they announce "The Value of Happiness," a new title in their *Value Gift Books* series; "Florence" and "Dresden" in their *Great Galleries of Europe* series; also, several new books in their *Gift-Books for Men*, the titles of which will be announced later. Additions will be made to their series of handy-volume classics, the more popular among which are the *Alcasar*, *Laureate*, *Golden Counsel* and *Words of Help* series. All of these will have new and striking cover designs. An attractive novelty in leather binding is the feature of the new *Rosemary Series* for this year. The binding and cover design of the *Sesame Series*, another of their popular "16mo" leather series, will be new and as attractive as it was last year. Special attention is called to their new

Commencement Gift Series, in which line they have several startling innovations, including *The Graduate Series*, *The Dilettante Series*, the *Bon Avis Series* and a new memory book entitled "My High-School Days," illustrated and decorated by L. J. Bridgman, that will be appreciated by the retail trade. Their handsome illustrated catalogue of new books and new editions suitable as gifts for the sweet girl graduate—the first yet to be published—will be ready early in March, and may be had for the asking. It should also be borne in mind that the Caldwell Company are the selling agents for Cassino's popular copyright juvenile and other books, also for the publications of Forbes & Co., of Chicago. They have also made arrangements to act as sole publishers in America for all of the juvenile works of Captain F. C. Brereton, Alexander Macdonald and Robert Macdonald. Captain Brereton's list includes "Jones of the 64th," a story of Assaye; "Roger the Bold," a story of the conquest of Mexico; "With Roberts to Candahar," a story of the third Afghan war; and "Woolseley and Kumasi." Two new volumes by this popular writer, who is regarded as the successor of Henty, are in preparation and will be announced later. Alexander Macdonald will bring out a companion volume to his "The Pearl Seekers," a story of the Southern seas, and to "The Lost Explorers," a story of the trackless desert, a new volume, will be added this year, and Robert Macdonald will also have a companion story for his "The Great White Chief," a story of adventure in New Guinea. The volumes are all fully illustrated and bound in cloth with designs in gold and colors. They are put out at the popular price of \$1.25 regular.

Travellers: H. M. Caldwell, A. D. MacMullen, C. L. Steele and George N. Bulkley, in the United States. E. Foster visits the trade in New Zealand and in Australia, and McLeod and Allen are agents for Canada.

CASSELL & COMPANY, Limited, will bring out this year some excellent works of more than usual merit and timeliness. Among these are: "Byways of Collecting," a superbly illustrated book, by Ethel Deane; "Trees and their Life Histories," by Percy Groom, a work of peculiar timeliness, in view of the interest just now in forestry—in fact, they have already received numbers of unsolicited orders for this book from forestry schools; "Gardening for Women," by Frances Wolseley; "The A B C of Gardening," by Walter P. Wright; "The Book of the Dog," one of the most sumptuous works ever written on this subject, with hundreds of illustrations; "Women of All Nations," an important work on this subject, with many hundred illustrations and color plates. In fiction they announce "Dragon's Silk," by Paul Herring; "The Enchanted Ship," by R. Andom; "Her Faithful Knight," by W. Bourne Cooke; and "The Lost Millionaire," by Lillias Campbell Davidson. Under general works they will have "A New Self-Help," by Ernest A. Bryant; an important religious work entitled "The Belief of Unbeliefs," by William Henry Fitchett, and the following additions to their *Christian Life Series*, entitled "Christian Marriage," by Canon Hensley Henson; "Social



GIRARD BUCKMAN

Representing John C. Winston Co.

Life," by the Dean of Carlisle, and "Home Life," by John William Diggle, Bishop of Carlisle. In nature study they announce two excellent works, "The Fairyland of Living Things," by Richard Kerton, and "Nature Study and Brush Drawing," by W. Francis Rankine. A unique volume is "Readings from Dickens," the text being that used by Dickens himself for his own readings. They also have in preparation a large number of educational works, medical books and technical publications, all of which will be announced in due time.

Travellers: The line will be represented in New York and nearby cities by Harry Bliss and W. B. Hadley, and on the "coast trip" by S. Levinson.

THE CENTURY Co. are offering this spring a new novel by Elizabeth Robins, "Come and Find Me;" a new humorous story by Anne Warner, entitled "Seeing England With Uncle John," and books by Ellis Parker Butler and Jesse Lynch Williams; also an anonymous detective novel. Later in the year the house will issue a superbly illustrated book on Egypt by Robert Hichens, author of "The Garden of Allah," with pictures in color by Jules Guérin and a great number of photographs; also, "The Reminiscences of Lady Randolph Churchill;" Dr. Weir Mitchell's new novel, "The Red City;" an as yet unpublished book by Whistler, and a number of other issues, including several children's books which will be sure to be popular. Their line of popular standards and illustrated works will receive additions, of which word will be given later.

Travellers: George L. Wheelock, (New York, Boston, Philadelphia, Chicago and large cities;) Frederick W. Owen, (Middle West, South and Pacific Coast.)



J. F. DENGLER

Representing E. P. Dutton & Co.

CHATTERTON-PECK COMPANY, New York City, "The House for Juveniles," have added several new juveniles to their extensive line. One new series for boys, the *Comrade Series*, by Ralph Victor, four books of which will shortly appear, will no doubt be in the list of "best sellers" for 1908.

Travellers: Wm. B. Stitt, Jr., Jackson Heineberg and Charles H. Peck.

THOMAS Y. CROWELL & Co., as usual, make important additions to their large line of standard library sets, miscellaneous books, booklets and juveniles, full announcement of which will be made later. Among other things they have added two new lines of dainty booklets for presentation or souvenir purposes; two lines of poets at special prices; three lines of handy volumes, with pleasing patterns; and have strengthened their other popular series by the addition of strong titles. Their *Thin Paper Series of Standard Authors* also shows important additions. As in former years, their list of books for young people is second to none, either in excellence of text or letterpress. They have notable new stories by James Otis, E. M. Wilmot-Buxton, William E. Griffis, Clara K. Bayliss and others. Their miscellaneous books show new titles by Henry Van Dyke, J. R. Miller, Charles E. Jefferson, Lilian Whiting, Oliver Huckel, Woodrow Wilson, Charles F. Dole and others. They call particular attention to the "Life of Thomas Alva Edison," by Francis Arthur Jones, an important as well as most interesting biography. They will bring out in April a gift suitable for Easter, entitled "Lilies of Eternal Peace," by Lilian Whiting, dedicated to those who sorrow for their beloved dead; "Paths to the Heights," by Dr. Sheldon Leavitt, a "regular" physician who has forsaken drugs for the

fields of mental healing and "new thought;" "The Christian Faith and the Old Testament," by the Rev. Dr. John M. Thomas, whose work is to reconcile the ancient Jewish teachings with modern faith; "Montaigne and Education of the Judgment," by Gabriel Compayré, the last volume of the six which make up the *Pioneers in Education* series; also, a work on "The Young Malefactor," by Dr. Thomas Travis, a careful study of the child criminal and the juvenile courts.

Travellers: William R. Spinney, (Pacific Coast, British Columbia, portions of the Middle West and some of the larger cities;) John R. Hopkins, (the Southern States, Canada, New England, New York, Pennsylvania and Chicago;) George R. Hobby, (the great Middle West;) Frank C. Dixon, (the South and in the Central West.)

CUPPLES & LEON Co.'s line includes the books of the Authors and Newspapers Association, for which they have become the exclusive selling agents. Among the new books just ready in this series are "The Powers and Maxine," by C. N. and A. M. Williamson; "The Love That Prevailed," by F. Frankfort Moore, the hero of which is John Wesley, the founder of the Methodist Church; "Hill Rise," by W. B. Maxwell; "The Iron Lord," by S. R. Crockett; "Aladdin of London," by Max Pemberton; and "The Man in the Basement," by Baron Rosenkrantz. They will bring out in March "In Mary's Reign," by Baroness Orczy; "The Forbidden Road," by Maria Albanesi; and "The Master Criminal," by Sidney Paternoster. They have also a number of new titles in their series of booklets and presentation books suitable for gifts at any season.

Travellers: A. T. Leon, (the Pacific Coast;) W. G. Chase, (the South;) F. J. Sloane, (New England;) V. W. Cupples, (Middle West.)

G. W. DILLINGHAM COMPANY start the year with three promising books "novelized" from popular plays: "The Round Up," "The Chorus Lady," and "The Old Homestead." Other new issues are "The Profligate," a new novel by Arthur Hornblow, author of "The End of the Game" and "The Lion and the Mouse"; a new John Henry book, "Go to It," and two new detective stories by Fergus Hume, "The Sealed Message" and "The Sacred Herb." The Dillingham list of popular-priced copyrights now consists of forty-seven titles.

Travellers: A. P. Roche, (Pacific Coast and principal Western and Eastern cities;) H. A. Hedding, Jr., (New England, South and Middle West.)

DODD, MEAD & Co. issued January 31, "My Lady of Cleve," by Percy J. Hartley, a novel which has already become prominent on the counters of the retail booksellers. This will be their leading book for the winter. In March the "Fair Moon of Bath," by Elizabeth Ellis, author of "Barbara Winslow," will be featured, and also the new novelette by George Barr McCutcheon, "The Husbands of Edith." In April they will publish "Meryle," by W. T. Eldridge, author of "Hilma," a stirring story of mystery and

adventure, the scene of which is laid in New Hampshire. Their list of fiction for the spring also includes such well-known authors as Eden Phillpotts, Will Lillibridge, Josephine Daskam Bacon, etc. Early in September "The Fly on the Wheel," the new novel by Katherine Cecil Thurston, will appear, followed closely by the "Man from Brodney's," by George Barr McCutcheon, and "Kingsmead," by the Baroness Van Hutten. Their list will also be particularly strong in gift-books and new juveniles by well-known authors, as well as several important books of a more serious character. No additions have been made to either the *Ajax* or *Phoenix* series, but several new titles will be included in the successful little series of *Christmas Card Booklets*.

Travellers: F. C. Dodd, A. M. Chase and H. F. Hull.

DODGE PUBLISHING COMPANY offer to the trade an exceptionally strong line of calendars, Christmas booklets and holly cards, together with calendar pads, mottoes and wall cards in many and attractive styles. They also announce a large number of unique gift-books, including many of value for library and home use, among which may be mentioned the following: "Here's to You," toasts and selections by William A. Alderson, bound in cloth and leather binding; "Our Guests," by Ethel Bartholomew, printed in colors and artistically bound in cloth, leather and silk, convenient in size; "Boswell's Life of Johnson," edited by Augustine Birrell, in six volumes, bound in cloth with paper labels; "Poems Children Love," by P. W. Coussens, an especially-arranged volume of poems for children and young people, designed for various ages, beginning with poems for very young children and ending with poems for young people from fifteen to eighteen years of age, a book that will undoubtedly prove useful for the home and school; a new edition of "The Greatest Thing in the World," by Henry Drummond, with a frontispiece in photogravure; also a new edition of "The Dream of Gerontius," by Cardinal Newman, printed on good paper in convenient book size, bound artistically in cloth and leather. Two handsome volumes are added to the *Little Books on Art Series*—"Jewelry," by Cyril Davenport, and "Book Plates," by Edward Almac.

Travellers: John C. Hill, (the Pacific Coast and the larger cities from Chicago to St. Louis east;) E. W. Van Wagenen, (the South and the territory from Ohio and Michigan east;) Edwin F. William handles the Canadian trade and also travels the territory West of Chicago.

M. A. DONOHUE & Co.'s line will be shown by C. E. Graham, (East;) John Coyle, (Pacific Coast;) W. W. Jones, (Middle West;) W. W. Hammersley, (South;) J. K. Fisher, (Canada.)

DOUBLEDAY, PAGE & COMPANY, following the custom of publishing a really important book in an "off-month," this year issued on January 22 Miss Ellen Glasgow's new novel, "The Ancient Law." It has taken hold upon the reading public, as all of Miss Glasgow's books



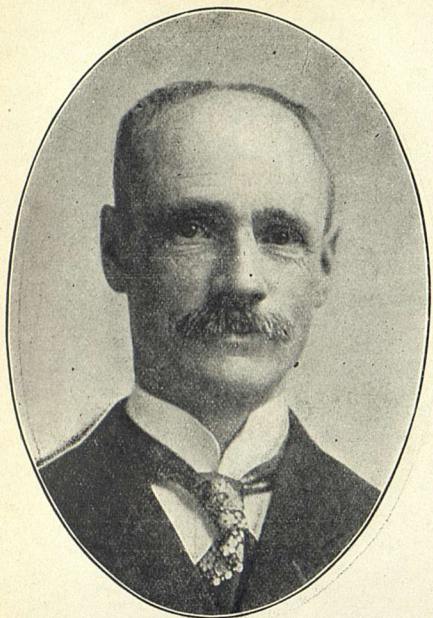
WILLIAM J. KELLY

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do, immediately upon publication, and has already proved to be a big seller. Another book, to be published early in April, and also likely to take with the reading public, is "Jack Spurlock—Prodigal," a humorous work by George Horace Lorimer, author of "Letters from a Self-Made Merchant to His Son." Among other books they are offering for spring publication are "The Day's Work" and "Kim," in a new pocket edition of Kipling, luxurious and delightful, printed on thin but opaque paper and bound in imported leather; "The Soul of a Priest," a novel which is the subject of much discussion at present in England, by the Duke Litta; "Country Residences," with plans of European and American estates, by Louis V. Le Moyne, an expert architect and landscape gardener; "The Spanish Jade," by Maurice Hewlett; "The Shell Book," with eight color plates and ninety-six pages of illustrations from photographs, by Julia E. Rogers; two new volumes in the *Garden Library* on "Vines" and "Chrysanthemums;" and three uniform books for children—"Prose," "Heroines" and "Essays" "every child should know." There are eight or ten volumes in preparation to be announced later.

Travellers: Daniel W. Nye will continue in charge of book sales in general, and Chicago, Boston and New York trade in particular; John Kid, formerly of Saalfeld Pub. Co., and W. P. Wood, known especially to Southern customers, will represent the firm on the road.

FREDERICK J. DRAKE & COMPANY, Chicago, have just published their new 1908 catalogue describing hundreds of their popular up-to-date mechanical books, among which are works from the pen of Fred T. Hodgson, the peer of all architectural and building writers, also several new volumes by Calvin F. Swin-



WILLIAM W. M'INTOSH

Representing the Oxford University Press.

gle, one of the world's greatest authorities on engineering subjects. This line has proven one of the most popular mechanical lines published in this country, being the first to appeal to the smaller bookseller in towns where books of this character were never on sale before.

Travellers: P. C. Donaldson, (Middle West and Pacific Coast;) The Musson Book Company, (in Canada;) George G. Stafford, (Atlantic Coast, New England and Eastern trade;) Arnold E. Foster, (Australia and New Zealand;) A. L. Crook & Company, (Manila, Philippine Islands.)

DUFFIELD & COMPANY'S line will be shown by C. W. McQuestion in the East and Middle West, by H. K. Fly on the Pacific Coast and in the South, and by McLeod & Allen in Canada.

E. P. DUTTON & Co.'s line of books, calendars, cards and novelties will be shown by J. F. Dengler, L. B. Scribner, M. Douglas, E. J. Chess, J. W. Foster, W. C. Becker, H. W. Harris and J. F. Flinn.

DANA ESTES & Co. are adding to their *Cabinet editions* of standard sets the works of Thomas Hood in three volumes; Shelley in three volumes; Scott in three volumes; Keats in two volumes; Thomas Gray in one volume; Robert Burns and the Great Dramatists each in one volume; also, Dumas's "Olympe de Cleves" and "Ascanio" each in two volumes, illustrated. They have in preparation a number of new illustrated books for boys and girls, including "The P. Q. & J.," a railroad story for boys, by Edward S. Ellis; "The Minute Boys of Long Island," by James Otis; "A Journey of Joy," by Amy Blanchard; "Marigold's Waiter," by Edith Francis Foster; "Chatterbox," for 1908, and two volumes

in the *Christmas in Many Lands Series*—"Christmas in Denmark," by Bertha G. Davidson, and "Christmas in Holland," by Sarah G. Pomeroy. In fiction they will have a new book by Laura E. Richards, entitled "The Wooing of Calvin Parks;" also, "A Comedy of Mammon," by Ina Garvey. In other lines they also offer attractions that are worthy of the bookseller's attention.

Travellers: Clarence A. Caldwell, James F. Weston, D. D. Nickerson, G. W. Bulkeley.

THE EXCELSIOR PUBLISHING HOUSE (McKeon & Schofield,) call attention to their line of trade manuals and handbooks, "Excelsior" translations and their "Famous Drummers' Yarns" series, which will be presented to the trade by H. K. Fly.

R. F. FENNO & Co.'s list will be shown in the larger cities by R. F. Fenno, in the East by F. M. Buckles, and in the South and in the far West by H. K. Fly.

FUNK & WAGNALLS COMPANY announce that Grenville Kleiser's new book, "Humorous Hits and How to Hold an Audience," which, unfortunately, was delayed in publication, will be ready in March. Mr. Kleiser's first book, "How to Speak in Public," has been enormously successful and has taken a place in the front rank of this class of handbooks because of its eminent practicability. His new book will include selections from the foremost authors, entertainers, and public speakers, much of which material is now published for the first time, and as Mr. Kleiser was formerly a well-known platform entertainer the selections may be depended upon to be "hits" in every sense. Marshall P. Wilder's new book, "Smiling 'Round the World" is also announced for publication in April. It will be illustrated with about fifty half-tone pictures, and promises to be even more popular than this famous humorist's first book, "The Sunny Side of the Street." Other important works just published by this house or to appear shortly are: "The Magnet," the political novel by Alfred O. Crozier, (just published;) "The Psychology of Inspiration," (just published;) "The Semi-Insane and the Semi-Responsible," by Professor Grasset, (just published;) also, a new book by Louis Albert Banks, the famous evangelical preacher, "Sermons That Have Won Souls," (ready in April.) Probably the two most important publications of the year will be the "Standard Bible Dictionary" and "The Encyclopedia of Social Reforms." The Funk & Wagnalls' famous *Standard Dictionary Series*, the sale-end of which was handled for a time by the Standard Dictionary Company, is again being sold direct by the publishers to the trade.

Traveller: D. J. O'Connell.

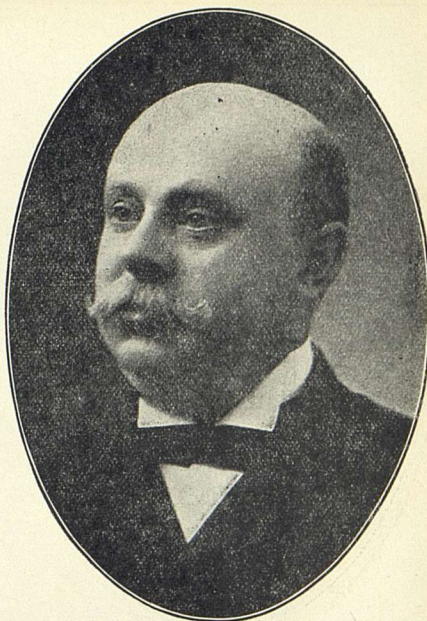
GROSSET & DUNLAP'S line of *Famous Copy-right Fiction* is greatly strengthened by the addition of several very popular titles, among which may be mentioned: George Barr McCutcheon's "Beverly of Graustary," with Harrison Fisher's picture of Beverly in colors on the front cover and a color frontispiece; "The Lion and the Mouse," by Charles Klein, with reproductions of scenes from the play; Robert Hichens's "The Garden of Allah," a story

of love in the desert; Elizabeth Ellis's "Barbara Winslow, Rebel," a story of the bravest comrade in misfortune and the sweetest companion in peace. "The Northerner," by Norah Davis, a story of sectional race clashing which ends happily; Cyrus Brady's "The Patriots: the Story of Lee's Last Hopes," with illustrations in color; "The Kentuckians," by James Ball Naylor, a thrilling story of Ohio life in the early sixties, with characteristic illustrations by A. B. Shute; "The Adventures," by Coralie Stanton, a capital story admirably told; Harold MacGrath's "Half-a-Rogue," an exact counterpart of the original edition, with a Harrison Fisher head on the cover printed in colors; "Tillie, a Mennonite Maid," by Helen B. Martin, a counterpart of the Century Company issue. "The Girl from Tim's Place," by Charles Clark Munn, carries the handsome cover of the original edition, and the illustrations by Frank T. Merrill; "The Boss of Little Arcady," by Harry Leon Wilson, shows the charm and power which made "The Spenders" a permanent favorite beyond any American novel of its year; "When Patty Went to College," by Jean Webster, uniform with the original edition. The books on farming, gardening, floriculture, outdoor life and nature study are particularly timely. The seedsmen are spending half a million dollars in magazine advertising, and the retail dealer may participate in the profit accruing from this enormous outlay by showing these handsomely illustrated books, now for the first time brought within popular reach. We shall have to content ourselves with a mention of the more important reissues: "Bird Neighbors," with many plates of birds in natural colors; "Birds That Hunt and Are Hunted," with 24 photographic illustrations in colors; "Nature's Garden," with 24 colored plates and many illustrations photographed directly from nature. The above three books are by Neltje Blanchan. "New Creations in Plant Life," by W. S. Harwood, showing how Luther S. Burbank produces his new forms of plant life, and presenting a clear statement of his methods. Bolton Hall's "Three Acres and Liberty" shows the value to be gained by *intensive* culture. "Garden Making," by Professor L. H. Bailey, with 250 illustrations, should be a great seller. The *Macmillan Standard Library* has received many accessions of decidedly valuable works on economics and social science.

Travellers: John H. May, Edward P. Dunlap, Philip Grosset, T. A. Jenkins, Harry Britton, Desmond Fitzgerald (Pacific Coast.)

HARPER & BROTHERS' line will be shown by S. M. Loweree in all of the large cities of the country as far West as St. Louis; by George V. Price on the Pacific Coast, some of the South, some of the Middle West and in Baltimore and Washington; and by H. V. Patterson in part of the South and Middle West and in the smaller cities of Pennsylvania, New York and New England.

HILLS & HAFELY Co. are adding to their *For the Empire* series a particularly attractive line of Easter Cards, dainty reproductions in artistic printing, gold and silver blocking,



FRED. H. NEWCOMBE

Representing Frederick A. Stokes Co.

photogravure and hand-painting, typifying Easter in the Church sense. They show upwards of one hundred varieties retailing at from three cents to fifty cents the card. In the line of congratulation cards they have four charming cards—one for a wedding congratulation, one for a wedding anniversary, and one each for a silver and a golden wedding anniversary. To their line of Birthday Cards they have added a series of frolicsome Teddy-Bear cards for children that are certain to find favor with old and young. They have an entirely new line of St. Patrick's Day Cards, five designs, artistic and dignified, as well as appropriate to the occasion. They also call attention to their new cards for the Jewish New Year's day, which this year occurs on September 26; to their Calendars, which this year will be more attractive than ever, and to their large lines of Christmas and New Year Cards, all of them dainty productions in chromogravure, photogravure, relief stamping, artistic printing, air brush, mother-of-pearl, hand-painting and illuminating—upwards of 250 varieties well worth consideration by the trade. Their original line of Della Robbia plaques, brought out last fall proved good sellers and make attractive presents for any occasion. They may be hung up on the wall or stood on a table or shelf.

A. J. HOLMAN & Co., Philadelphia, have added new items to their popular lines of the Holman Bibles. This house publishes the original Self-Pronouncing Teachers' and Text Bibles, Testaments, etc., a full line of Pictorial Bibles in all sizes, the Black-Face Type Bibles in various sizes and a complete assortment of Red-Letter Bibles and Testaments. Their leather-bound Bibles are noted for their flex-



JOHN H. MAY

Representing Grosset & Dunlap.

ibility. The celebrated Holman Family Bibles are offered in all languages and in the greatest variety of bindings.

Travellers: W. F. Lee, (West and Southwest;) A. J. Hilt, (East and South.)

HENRY HOLT & Co.'s line of fiction and miscellaneous books will be represented by Alfred Harcourt east of the Mississippi, and by Desmond Fitz-Gerald west of the Mississippi and on the Pacific Coast.

HOUGHTON, MIFFLIN & Co. have a large and attractive list, especially of books by American authors, in many editions that appeal to readers of the humblest as well as most extravagant tastes. To these additions are made from time to time. Their line of fiction, already a strong one, will receive addition in "Priest and Pagan," by Herbert M. Hopkins, a novel of sensations, describing the strange complications which beset the quiet lives of a little group of persons living in a lonely portion of The Bronx, giving an extraordinary picture of a young Episcopalian minister whose change of heart forms the keynote of the plot. The book will be ready on March 14. For others of their new books we must refer the reader to this firm's catalogue and to their advertisements in this issue.

Travellers: The firm has been making some changes in their travelling force this year rearranging and increasing the routes, hence we are unable at the present time to give the names of all their salesmen with their actual territories. As we go to press with this number their three regular travellers are Frank Bruce, Hugh S. Elliott and George B. Whitmore. They take care of the East, the Middle West and a portion of the South, but not the Pacific Coast, as this section has been visited

for the last few years by one of the members of the Wholesale Department at Cambridge, who is not regularly on the road. In addition to the three there are two other salesmen, but as they have not been assigned a permanent territory we cannot now include them.

B. W. HUEBSCH, New York, is planning to add a number of titles to *The Art of Life Series* during the present year. The first two, which have just been published, are "The Use of the Margin," by Edward Howard Griggs, who is editing the series, and "Where Knowledge Fails," by Earl Barnes, and the sale has shown how popular a series of well-chosen ethical books at fifty cents net can become. The unusual amount of interest devoted to the study of tuberculosis has created a demand for George B. Price's unique volume, "Gaining Health in the West." Dr. Pfeleiderer's new book, "Religion and Historic Faiths" has made a deep impression upon the growing public interested in the historical investigation of religion. Mrs. Bishop's "Seventy Years Young" bids fair to become a classic, and Stephen Jenkins's novel of early life in New York, "A Princess and Another," is liked and recommended by all who have read it. These recent books and several new ones for spring publication are being shown to the trade by Mr. Huebsch's representatives.

Travellers: J. H. Kearney, (South;) Laurens Maynard, (West;) C. R. Faris, (Middle West;) B. W. Huebsch.

HURST & Co., pioneers in the production of popular-priced books, having been in the field upwards of thirty years, have made many additions to and improvements in their already large list. This includes an almost bewildering array for grown people, among which are the various editions of the poets, such as the *Plain edition*, *Westminster*, *Burnt Leather*, *Berkeley*, *Canterbury*, *Premier Padded*, to mention but a few; the *Gilt-Top Library edition* and the *Magnolia Library* of popular fiction; the standard authors in half leather bindings; the *Knickerbocker Classics*, the *Devotional Classics*, illustrated presentation books, the Mary J. Holmes series, the *Gunter Library*, the famous Peck books, etc., also recitation books and dictionaries and popular manuals. For young people they have the *Log Cabin to White House* series, the *Oliver Optic*, *Harry Castlemon* and J. T. Trowbridge series of books; the *Young American Library*, the *Alger Series*, the *Henty Series*, books by Edward S. Ellis, L. T. Meade, Rosa N. Cary and other popular writers; the *Home Series for Girls*, *Hurst's Fairy Tales Series*, etc. Radical changes to conform to the wants of the trade have been made; new designs have been made throughout; new plates, good printing and fine paper and durable binding used in manufacturing, and the prices have been made low enough to bring the books within the reach of the most modest purse.

Travellers: Lee R. Matlack, (large cities only, comprising Boston, New York, Philadelphia, Baltimore, Washington, Pittsburg, Louisville, Rochester, Buffalo, Cleveland, Baltimore, Toledo, Detroit, Indianapolis, Chicago and St. Louis;) G. Edmund Platt, in conjunc-

tion with the Reilly & Britton Company, Chicago, (the Pacific Coast, Rocky Mountain States and territory West of the Missouri River;) Geo. D. Hurst, (Southern Atlantic States, New England States and Northern New York;) S. H. Darst, in conjunction with the Reilly & Britton Company, Chicago, (Central States along the Mississippi Valley;) Louis M. Levy, (Central Southern States from Texas north, including Pennsylvania and Southern New York and suburban towns adjacent to New York City; also represents The Reilly & Britton Company, Chicago;) McLeod & Allen, Toronto, handle the entire Canadian trade, Thomas Allen, as the head travelling man, going West to Vancouver and Victoria; W. A. Gilbert, in conjunction with McLeod & Allen, covers the small towns in Canada.

GEORGE W. JACOBS & Co. will shortly add to their regular list of books for grown people a book entitled "Concerning Lafcadio Hearn," by Dr. George M. Gould, of Philadelphia, who took in Hearn when friendless in Philadelphia, and who gave him a home and put him on the way to a successful life. A bibliography of Hearn's writings by a son of Edmund Clarence Stedman will accompany the volume. They will also bring out shortly a volume on "Robespierre and the French Revolution," by the Hon. Charles F. Warwick, which, with the author's former volumes, "Mirabeau and the French Revolution" and "Danton and the French Revolution," will present a complete account of the historic revolution in France, written in a dignified yet popular and interesting style that will appeal to the general reader. Among their latest books—all good sellers—are "Life of Jefferson Davis," by Professor W. E. Dodd, of Randolph-Macon College, making volume 8 of the *American Crisis Biography* series; "Life of Alexander A. Stephens," by Louis Pendleton, making volume 9 of the *American Crisis Biography* series; "Life of Richard Hooker Wilmer, second Bishop of Alabama," by Walter C. Whitaker; "Trees in Nature, Myth and Art," by J. Ernest Pythian, illustrated and containing chapters on "Tree Worship," "Trees in Architecture," "Trees in Painting," etc.; and "The Wife: Her Book," by Dr. Haydn Brown, author of "The Secret of Good Health." Their juvenile list will be augmented by a number of interesting titles of which announcement will be made later.

Travellers: George W. Jacobs, (East;) John T. Robinson, (New York and Middle West;) Henry T. Harper, (the Pacific Coast.)

MITCHELL KENNERLY, New York City, calls the attention of the trade to his line of fiction, which includes a number of attractive titles that have been in steady demand ever since they were introduced. Among these are the stories by Victoria Cross, notably her "Life's Shop Window;" Sewell Ford's "Shorty McCabe," which will be followed anon by "Side-Stepping with Shorty;" also, Frank Richardson's "2835 Mayfair" and "Love and All About." But we might as well enumerate the whole list.

Travellers: Laurens Maynard, (far South,



FRANK O. EVANS

Representing Raphael Tuck & Sons Co.

Pacific Coast and Northwest and the larger cities East and West;) John Kearney, (South and Middle West.)

LAIRD & LEE, Chicago, have added to their list a revised and enlarged edition of "Hoyle's Standard Games, Bridge Whist and 500," adapted to present usages; "How to be Happy," by Clara Gold, containing instruction, counsel and advice for old and young, with extracts from famous writers in prose and verse; also, "The Standard Domestic Science Cook Book," with upwards of 1000 recipes from famous chefs, expert caterers and housekeepers, arranged so that any desired recipe may be found at once. In March they expect to have ready a new detective story by Lawrence L. Lynch, entitled "Man and Master," which is said to be full of excitement from cover to cover. In April they will publish "The Strenuous Career, or, Short Steps to Success," by Rev. Madison C. Peters, the well-known preacher, who, in this book covers most of the problems of modern life. During the summer they will publish "Letters to a Business Girl," by Florence W. Saunders, a series of letters from a mother, a practical business woman to her daughter, containing useful information for every girl just entering the world of business; "The Little Masqueraders," twelve pages of American history in pictures, and "Rube and Ruth's Adventures," illustrating in pictures the adventures of a boy and girl, their sports, etc., both for young people; "Baby Goose Goes to Town," "The Gosling's Trip with a Dog and a Cat," and "Peggy and the Kittens," three attractive books for children, made up from Fannie E. Ostrander's famous "Baby Goose Book;" "Freddie and Santa Claus in Circus Land," adventures in marvellous Circus Land which will fascinate little ones; "Diana's Diary," a



F. T. J. NUNAN
Representing L. C. Page & Co.

book of solid fun by F. W. Schaefer, with humorous drawings by Condo; "Osgar und Adolf, or, Vaudeville Stunts," by the author of "Diana's Diary," also, "The American Battleships, or, Life in the Navy," by Thomas Beyer, including an outline of the route of the fleet on its trip to the Pacific, with a map in color. Their series of Webster's New Standard Dictionaries, of course, is the *pièce de resistance* on their list. They are brought out in various editions for the library and counting house and for schools from the elementary grade to the high school and college. Their long list of popular handbooks at popular prices also contains many attractive titles.

THE JOHN LANE COMPANY's list will be shown by Charles A. Canner in New England, New York and the Middle West. Harvey K. Fly has already started for the Pacific Coast with their line and will later carry it through the South. Mr. Canner is now working through New England, and then on through the Middle West to Chicago, Pittsburg, the Mississippi section, etc.

LIFE PUBLISHING COMPANY report that they sold more than 5000 copies of "Another Three Weeks. Not by El-n-r Gl-n" in the first week of its publication, January 14 to 21. These were placed in New York and immediate vicinity. The funny and satirical burlesque is now in its third edition, and the outside demand, which has just set in, bids fair to bring the sale of the twenty-five-cent skit up to the hundred thousands claimed for the original book. The Life Publishing Company announces for its fall leaders a new novel by J. A. Mitchell, and a new book of humorous sketches by James Montgomery Flagg.

Travellers: Andrew Deyo, (East;) W. N. Sturges, (West.)

THE J. B. LIPPINCOTT COMPANY's large list of standard and popular miscellaneous literature and medical and technical books is familiar to all booksellers. They are constantly adding new and attractive books to these departments. This season they make a feature of outdoor books which for their timeliness will no doubt find general favor. Among these are "Four Seasons in the Garden," by Eben E. Rexford, which last year attracted considerable attention. A new book just ready is "Our Trees and How to Know Them," by Clarence M. Weed, giving helpful hints as how to recognize the trees at this season of the year, with notes on their characteristics, distribution and culture, illustrated with photographs from nature by Arthur I. Emerson. They will bring out shortly "Wild Flower Families," also by Professor Weed, who in this book has brought into easily available form a discussion of the more widely-distributed herbaceous wild flowers which will make the study of wild flowers of real interest; also, "The Small Country Place," by Samuel T. Maynard, which will be of value to those who live upon small country places, especially those whose work in the city allows them but a few hours each day to spend about the house. Both volumes will be adequately illustrated. Among their new fiction is "Maria Schuyler," by Grace Livingston Lutz, a romance of a simple life yet thrilling with heart experiences touched with humor, shadowed by tragedy. There is a frontispiece in colors by Anna Whelan Betts and six illustrations from paintings by Edward L. Henry.

Travellers: Horace S. Ridings, (the large cities of the East and the North Middle West as far as Chicago;) Thomas H. Claggett, (East, Southwest, Pacific Coast and Canada;) Herbert M. Gaskell, (the South and Middle West.)

LITTLE, BROWN & Co., announce that they are adding to their *Popular Editions of Recent Copyright Fiction* four strong titles, making forty-three titles in all. Owing to the increased cost of manufacture this firm has recently made the published price of their *Handy Library Editions* of Alexandre Dumas, Alphonse Daudet, Victor Hugo, Lover, George Sand, George Eliot, Jane Austen, Bulwer-Lytton and Samuel Warren's "Ten Thousand a Year" \$1 net each, in decorated cloth, and \$2.50 net each in half crushed morocco. They began the publication last fall of a new series of *Pocket Editions*, their list at present including the masterpieces of Dumas in fourteen volumes, the masterpieces of Victor Hugo in ten volumes, and Jane Austen's novels in six volumes, price \$1 net per volume in cloth, and \$1.25 net in limp morocco. They have made a new *Pocket Edition* of Balzac's works—the well-known Wormeley translation—in limp morocco, uniform in price with the limp morocco Dumas, Hugo and Austen. Their spring list contains ten new copyright novels by such popular authors as E. Phillips Oppenheim, Anna Chapin Ray, Mary Imlay Taylor, Harrison Rhodes, Paul Bourget, Grace Denio Litchfield and Fred M. White.

Travellers: George Sully, Andrew D. Pierce.

LOTHROP, LEE & SHEPARD make a strong showing of books for young people, among which are stories by Margaret Sidney, Nina Rhoads, Amy Brooks, Mary E. Wilkins, Amanda M. Douglas, Emilie Poulsson, Sophie May, Edward Stratemeyer, Everett T. Tomlinson, Albertus T. Dudley, George Cary Eggleston, J. T. Trowbridge, Elbridge S. Brooks, W. O. Stoddard, William T. Adams, ("Oliver Optic,") Elijah Kellogg and others. They have also strong lines of fiction and gift books, and a list of New Thought books, the circle of which is constantly widening.

Travellers: John E. Lander, (East;) L. W. Adams, (West and Pacific Coast;) J. J. F. Smith, (South and Middle West.)

THE McCCLURE COMPANY will shortly announce a spring list of books of exceptional attractiveness, and quite on a par with the standard of excellence which their publications have always attained. Two books which have already been published this year—"Virginie," by Ernest Oldmeadow, and Samuel Hopkins Adams's "The Flying Death"—are being very well received. "The Under Groove," an exciting romance of the underworld, by Arthur Stringer, author of "The Wire-Tappers," and "The Chaperon," by C. N. and A. M. Williamson, will be issued in April or May. Among others are promised new books by O. Henry, Anthony Hope and Eugene Wood, and several novels by new writers of considerable promise. Much interest has been manifested in the announcement of a new book by G. Lowes Dickinson, entitled "Justice and Liberty," and Hugo Münsterberg's "On the Witness Stand," two of the most prominent of their new serious books.

Travellers: Desmond Fitzgerald, (North and West;) C. B. Steele, (South.)

A. C. McCCLURG & Co. call especial attention to their line of useful and popular small books that every bookseller might carry to his advantage, such as "Men Who Sell Things," by Walter D. Moody, a suggestive book for salesmen, of which a second edition is already in demand; "The Art of Retouching Systematized," a manual of practical and methodical instructions in the retouching of photographic negatives by Ida Lynch Hower, an instructor of twenty-five years' experience; "Success in Letter Writing," a manual of suggestions for the business man, his secretary and the stenographer, by Sherwin Cody, now in its third edition; "Fingerposts to Children's Reading," by Walter Taylor Field, useful to teachers, parents and others who have to do with the selecting of books for the young; "Dame Curtsey's Book of Novel Entertainments for Every Day in the Year," a complete book of entertainment of which three editions have already been marketed; "Sojourning, Shopping and Studying in Paris," by Elizabeth Otis Williams, a handbook especially for women; also, "Making the Most of Ourselves," by Calvin Dill Wilson, a series of plain and friendly talks with young men upon the problems that enter into the making of the best characters. Attractive additions will be made to their various series, such as *The Maple Leaf Series*,



WILLIAM R. SPINNEY

Representing Thos. Y. Crowell & Co.

The Ooze Leather Series, The Holly Series, The Limp Leather Series, etc.

Travellers: Special—R. K. Smith, (New York and East;) C. W. Coe, West, Southeast and Canada;) S. L. Willard, (West and Southwest, Pacific Coast.) *General*—John H. Bryar, (Colorado, Utah, Idaho, Wyoming;) C. R. Hewitt, (Ohio, West Virginia;) H. O. Pinther, (Michigan, Wisconsin;) J. B. Stevens, (Iowa;) C. H. Peckham, (Iowa and South Dakota;) T. S. Parish, (Minnesota, South Dakota and North Dakota;) Logan Horrall, (Indiana;) Fred J. Speaker, (Nebraska;) Chester Bowles, (Illinois and part of Missouri;) Milton G. Wood, (Minnesota, North Dakota, Montana, Idaho, Washington;) T. I. Humble, (Michigan;) William Moerl, (Wisconsin and Illinois;) F. R. Hale, (Ohio;) E. L. Frank, (Missouri, Oklahoma, Texas, Indian Territory, Kansas;) P. D. Wynne, (Mississippi, Kentucky, Tennessee, Alabama;) Orion Bowles, (Texas;) Raymond Hale, (Ohio and Pennsylvania;) H. H. Posner, (Kentucky and Tennessee;) Walter M. Watkins, (Kansas and Oklahoma;) N. M. Harrison, (Arkansas and Louisiana;) H. J. Tuttle, (Illinois;) David Samuel, (Pacific Coast.)

DAVID MCKAY has made a number of valuable additions to his line, notably the *Vest Pocket Line of Dictionaries and Reference Books*, formerly published by George W. Ogilvie & Company, of Chicago. There are now thirty volumes in this series, the latest being the "Swedish-English and English-Swedish Dictionary." The Hill and Conklin books are already so well known that in acquiring these series Mr. McKay undoubtedly has one of the very best lines of vest pocket reference books in the market. *The Boys' Own Library*, which has been so successful, will be strengthened



JOHN E. LANDER

Representing Lothrop, Lee & Shepard Co.

by the addition of four new volumes in the Frank Merriwell series. *The Girls' Own Library*, which was so popular last year, will have at least three new titles. In the line of mechanical and industrial books a number of volumes will be added, "Tin Plate Work," in the *Handicraft Series*, now being ready. Others will follow. To the series of popular cook books on special subjects will be added "French Dishes for English Tables," "Soups and Sauces," "Cakes and Biscuits" and "Puddings and Pastry."

Travellers: David McKay, (larger cities;) W. M. Edwards, (Southwest and Pacific Coast.)

McLOUGHLIN BROTHERS, New York, which this year enters upon its eightieth year, besides its excellent line of linen, board and cloth books for children, blocks, games, puzzles and novelties and toys for children, have added a new series of historical tales, entitled *Our Old Ships and Their Commanders*, in which will be brought out three books by John De Morgan, entitled "A Yankee Ship and a Yankee Crew in the Good Ship *United States*, Commodore John Barry Commanding," "Taming the Barbary Pirates, or, with Decatur and Sommers in the Mediterranean," and "Old Ironsides, the U. S. Frigate *Constitution*, Captain Isaac Hull Commanding." These books will be profusely illustrated and put up in handsome covers stamped in three colors. They have also in preparation a new series of *Recitation Books*, edited and arranged by Matilda Blair, four speakers for older persons—the "Laurel," "Violet," "Stratford" and "Our Holiday" speakers, and two for younger persons—"The Pansy Speaker" and "The Golden Glow Speaker." Among their new games are the "Game of the Little

Colonel," based on the "Little Colonel Stories," and "Little Colonel Blocks and Scroll Puzzles for the Younger Children," published by arrangement with L. C. Page & Co., owners of the copyright and trademarks of "The Little Colonel." The "Game of the Little Colonel" is a card game which, while specially attractive to those acquainted with the characters of Mrs. Johnston's popular *Little Colonel* stories, will also be found entertaining by those who like a popular game. The "Little Colonel Blocks and Puzzles" illustrates the earliest of the books which treats of the Little Colonel's days. The set consists of twenty cubes, and the school puzzles are put up in three different sets, each consisting of two dissected puzzle pictures.

Travellers: John H. Black, (Pacific Coast and the larger cities;) W. J. Kelly, (the South and Canada;) W. H. Stephens, (the Middle West;) Charles E. Miller, (Middle, North and far West;) B. R. Gilmour, (East;) H. E. Eckel, (art department.)

G. & C. MERRIAM Co.'s lines of Webster's Dictionaries will be shown by H. W. Baker in the East and Middle West; by W. C. Short in the South, and by K. N. Washburn in the larger cities.

JOHN MURPHY Co., Baltimore, Md., are showing their new line of standard "Catholic Prayer Books," including the new styles for 1908, their well-known "National Prayer Book," the "Manual of Prayers," also their edition of the Douay Bible, and religious goods of all kinds.

Travellers: George L. Fitzgerald, (West;) John Lynch, (local.)

THOMAS NELSON & SONS announce the following additions to their *New Century Library of Standard Authors* on India paper: "Longfellow's Poems, in one volume; Irving's "Sketch Book" and "Bracebridge Hall," in one volume, and Palgrave's "Golden Treasury," also in one volume, all bound in limp leather uniform with the other volumes in this popular series. They also call attention to their "E. F. G. Series" of *Pocket Dictionaries* in dainty bindings, and their line of *Birthday Books*, consisting of selections from well-known writers in prose and poetry and Scripture quotations. Their *Colored Toy Books* are famous for the quality of the work, both in the illustrations and text matter. In their line of Bibles they call special attention to the *American Standard Bibles*, in a great variety of sizes and bindings, including the new editions in black-faced type, with all the proper names marked for pronunciation. They have also added new bindings to their large line of *Prayer Books and Hymnals* and *Devotional Books*.

Travellers: H. B. Smith, (East and Pacific Coast;) J. J. Hamilton, (South;) David Riskey, (Chicago and West;) George F. Bachmann, (Middle West;) A. C. Keown, (local.)

GEORGE E. NEWCOMBE & Co.'s line of art goods will be shown by George E. Newcombe in the larger cities of the Middle States; by H. B. Newcombe from Denver to California;

by W. H. Sturges in the Middle West and the Eastern cities; by Messrs. Dunbar and Sewall in the South, and by H. O. Hurst in Canada.

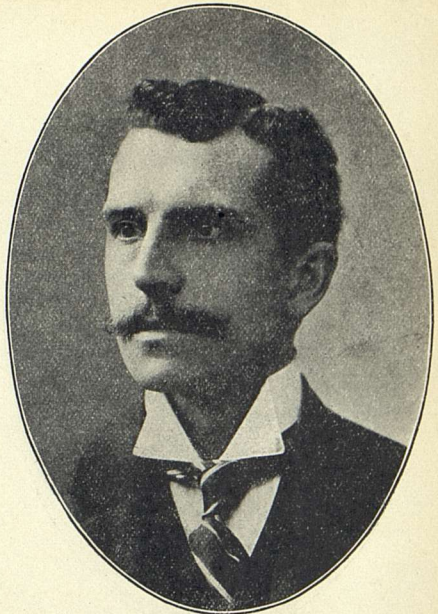
J. S. OGILVIE PUBLISHING COMPANY, besides their large line of popular books, are pushing this season *The Play Book Series*, which contains thirty-eight new titles by popular writers. Each volume contains about 200 pages, and is fully illustrated and bound in an attractive lithographed cover printed in four colors. They also call attention to a new novel, "The New Mayor," founded upon George Broadhurst's successful play, "The Man of the Hour." It is a story of politics, love and graft.

Travellers: Desmond FitzGerald, (general;) J. E. Kearney, (South and West.)

THE OXFORD UNIVERSITY PRESS call attention to the following new Clarendon Press issues: "The Rise of the Greek Epic," being a course of lectures delivered at Harvard University by Dr. Gilbert Murray; "The Life of Christ in Recent Research," by Dr. William Sanday; "The Oxford Book of French Verse—Thirteenth to the Nineteenth Century," chosen by St. John Lucas, and uniform with the "Oxford Book of English Verse;" "Anglo-Saxon Commerce and Diplomacy," mainly in the nineteenth century, but brought down to the present time, by A. J. Sargent, (M.A., Oxon.); "Ancient Britain and the Invasions of Julius Cæsar," by T. Rice Holmes; "The Writing of English," by P. T. Hartog; "The Life and Letters of Sir Henry Wotton," by Logan Pearsall Smith; and "Coleridge's Biographia Literaria," edited with his æsthetic essays by J. Shawcross. It is hardly necessary to remind the trade of this firm's large and varied editions of the Bible and Bible "helps," for pulpit use, for the teacher and student, nor to their line of Prayer Books. Year by year new styles of make-ups and bindings are introduced to make these lines more attractive and handy for use. Their *Oxford Edition of the Poets*, the *Standard Oxford Edition of Prose and Verse* and their *World's Classics* are steadily growing in number, and include some of the best literature of all time. Their *Fireside Edition* and their *Oxford India Paper Edition* of Dickens's works are standard as to text and very desirable so far as their make-up is concerned. The *Oxford Bijou Edition* is steadily gaining in favor.

Travellers: Their well-known staff of commercial travellers is already on the road and will make its usual rounds.

L. C. PAGE & COMPANY have added to their popular lines a number of new titles from the best standard books in their general catalogue. Their *Copyright Illustrated Gift-Books Series* has now forty titles—their *Copyright Fiction Series* fifty and their *Princess Series of Copyright Books for Girls* twenty-five titles. Their *Cosy Corner Series* with four new volumes now numbers sixty-six, and the three new titles in their *Little Cousin Series* make the total thirty-seven. In their Fall Announcement list are notable additions



GEORGE SULLY

Representing Little, Brown & Co.

to their established series of illustrated books for travel lovers, beautiful gift books and charming juveniles, as well as to their list of novels by prominent authors and miscellaneous publications. New books are promised by those popular writers, Charles G. D. Roberts, Bliss Carman, T. Jenkins Hains, Theodore Roberts, Gamaliel Bradford, Jr., and Helen M. Winslow. In addition they have just published a superbly illustrated descriptive volume of motor car travel in Great Britain, by Thomas D. Murphy, the well-known art publisher; a novel on the negro question by Robert Lee Durham, a new writer and a Southern lawyer, entitled "The Call of the South;" and they will shortly issue a story of character by L. M. Montgomery, another new writer of promise, to be called "Anne of Green Gables."

Travellers: F. T. J. Nunan, (principal cities North and West;) H. W. Sully, (Canada, South and New England.)

THE PENN PUBLISHING COMPANY will further strengthen this year all of their already popular series of juveniles. Captain Malone's fourth volume in the *West Point Series* is "A West Point Cadet." It deals with the last two years of the West Point course, and has all the spirit and vigor of the earlier books. The fifth volume of the *Betty Wales Books* about college girls will be "Betty Wales, B.A.," which takes Betty and her friends into a new field with no lessening of the interest in their charming personality. Lieutenant-Commander Beach, U. S. N., adds a second volume, "An Annapolis Youngster," to the *Annapolis Series*, which is heralded as a "winner." It has action, humor and much stirring incident. A story of exceptional interest, dealing with the Venezuelan trouble of a few years ago, has been written by another officer



ANDREW HAMMING

Representing the Saalfield Publishing Co.

of the United States Navy, Lieutenant-Commander Stirling, who expects to follow it with others of the same kind. John T. MacIntyre, who is already well known for his historic stories, contributes an exceedingly well-written story of boy life on the streets of a large city. The title is "The Street Singer." A second book is also announced from T. Truxtun Hare, who is a well known athlete, and whose story about college athletics, "Making the Freshman Team," is one of the successes of the present season. The new book will have the same general character, but the title is not yet announced. A new writer, John Prescott Earl, enters somewhat the same field with a book entitled "On the School Team," which ought to make him a reputation in one year. This is understood to be the beginning of a school series by Mr. Earl. Notable books for girls will be "A New Revolutionary Tale," by Lucy Foster Madison, and a charming story of the land of Evangeline by Evelyn Raymond. For younger children Mrs. Curtis's "Grandpa's Little Girls at School" will be eagerly awaited by thousands of children who have read her "Grandpa's Little Girls" this year. Another new story will be by Elizabeth Lincoln Gould, whose books are always among the best for younger readers.

Travellers: Charles C. Shoemaker, (New York and Boston;) F. W. Shoemaker, (West;) E. W. Mumford, (North and East;) A. Rappaport, (South.)

POPULAR MECHANICS MAGAZINE, Chicago, publishes in addition to its monthly a series of year-books called "Shop Notes." A new edition, containing entirely different matter from the others, is issued each year about December 1. These books have a large news-

stand sale, and a purchaser who gets any one of the series usually comes back for the others. There is also a book for boys telling how to make engines, telegraph, etc., called "Mechanics for Young America," and a more advanced book along the same line, entitled "Amateur Mechanics." Dealers may secure these books from any of the branches of the American News Company or the Western News Company. All are returnable without time limit.

Travellers: E. F. Ingraham, (East;) G. V. Carroll, (Central West;) W. R. Shanon, (Northwest;) C. S. Blair, (Southwest.)

JAMES POTT & Co.'s line of Bibles, Testaments, Prayer Books and Hymnals comprise among other new features the "Scholars' Illustrated Bible," with a series of entirely new simplified Bible helps; the "Christian Life New Testament," containing all the features of their popular "Christian Life Bible;" new styles in "Complete Red Letter" Bibles and Testaments, and new "Pictorial" Bibles and Testaments. Their Bagster's Bibles and Testaments and Cambridge Prayer Books and Hymnals, printed on Cambridge India paper, are in as great demand as ever and put up in attractive styles. Their list of miscellaneous books will be augmented by a number of works of solid literary merit, the titles to be announced later.

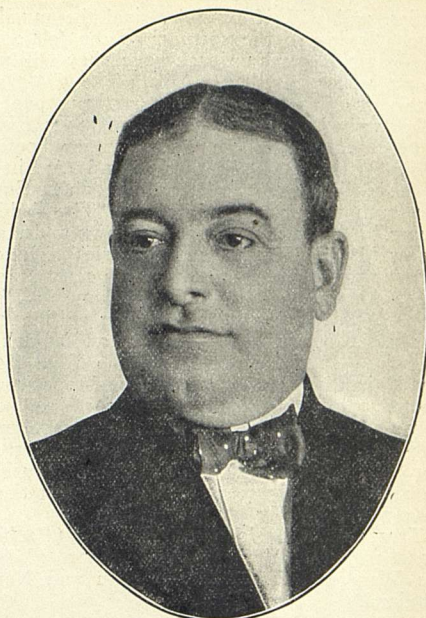
Travellers: Frederick W. Hallam and C. R. Duryea, (Pacific Coast and South;) M. V. Knapp, (larger Western cities;) A. B. Tillinghast, H. C. Fairbairn, C. B. Steel, J. R. Hatfield.

RAND, McNALLY & Co.'s line this season will be stronger than ever by the addition of several important books, and also by two new series of standard works. Their *De Luxe Library* will embrace a number of standard books, bound in handsome covers and illustrated. Many of the volumes will contain photogravure frontispieces and numerous other illustrations. Fifty popular standard books have also been added to the *Greek Lamp Library*, increasing the popularity of this series, which was one of the most successful on the market last year. A number of popular selling books have recently been added to the *Library of Popular Copyright Fiction*. The more important titles are: "Sir Jaffray's Wife," and "The Mystery of Mortimore Strange," both by A. W. Marchmont. "A Country Sweetheart," by Dora Russell, is another title in this series. It is bound in artistic cloth with an inlaid medallion on the outside of the front cover. In the line of art gift books they have a handsome edition of Longfellow's "Hiawatha" in three styles of binding. Among the more important new books for children are "The Muffin Shop," a dainty story for children, by Mrs. Louise Ayers Garnett, illustrated in colors from drawings by Miss Hope Dunlap; "Peter Pumpkin in Wonderland," fairy stories for children, by Ida M. Huntington, illustrated in color by May Isabel Hunt; "Our Bird Comrades," by Leander S. Keyser, who gives an unusual insight into the lives and traits of a number of well-known birds; "Really

Babies," by Elizabeth B. Brownell, illustrated with reproductions from exquisite photographs of children at play; also, "The Little Captain," a story of Italian boy life in the fifteenth century, by Charlotte J. Cipriani, illustrated by Bror J. Olsson-Nordfeldt.

Travellers: W. S. Seigel, (Pacific Coast and larger cities;) George L. Merrill, (Middle West;) M. A. Whitman, (East and South.)

THE REILLY & BRITTON Co., marking its sixth anniversary as a corporation, will, on April 1, remove from its present location, 84 Adams Street, to its new quarters at 258-260 Wabash Avenue, Chicago. This step will consolidate the general offices of the company with its warehouse and shipping department, heretofore separated. The rapid growth of The Reilly & Britton Co. will be better understood when it is considered that only six years have elapsed since it was started in a very small way and with extremely limited capital. Its office at that time was one small room and its shipping department consisted of less than 1000 square feet, whereas the new quarters will contain many thousand square feet. The founders of the business, Frank Kennicott Reilly and Sumner C. Britton, were factors in the Chicago publishing business some years prior to their partnership, and for many years have been connected in an intimate way in this line of work. As manager of the trade department of the Werner Co., in 1894, Mr. Reilly's chief salesman was his present partner, Mr. Britton. Later on, with the George M. Hill Co., Mr. Reilly was the general manager, while Mr. Britton had charge of the selling department. Under their guidance a number of publishing successes were achieved, the most notable of which were "Father Goose: His Book" and "The Wizard of Oz," both by L. Frank Baum. The originality of these publications, together with the unique manner in which they were launched before the public, no doubt gave Messrs. Reilly and Britton their first prominence in book circles throughout the country. In January, 1907, Messrs. Reilly and Britton, who together owned the entire stock of the corporation, bound their organization firmly together by selling to Messrs. Platt, Darst, R. R. Reilly and T. R. Koch, (their cashier,) a stock interest in the company. Besides their own growing line, The Reilly & Britton Co. control the marketing of "Webster's Unabridged Dictionary" for G. & C. Merriam Co., and are licensed publishers of a variety of smaller dictionaries issued under a joint imprint with G. & C. Merriam Co. They also represent Hurst & Co., of New York City, in the middle and far West—practically from Ohio to the Pacific Coast. For the whole country they represent Brewer, Barse & Co., of Chicago, and also The Book Supply Co., of Chicago, for whom was marketed the successful novel, "The Shepherd of the Hills." Taken altogether, the enterprises of The Reilly & Britton Co. constitute a business of large magnitude. Their own line has come into popular demand, having been well conceived and judiciously advertised. It has been strengthened in a large degree by the addition



ALBERT D. MACMULLEN
Representing H. M. Caldwell Co.

of more than forty publications since the beginning of the present year.

Travellers: George Edmund Platt, the eastern representative of the company, makes what is known as the California trip each year and also attends to Canadian territory. Samuel H. Darst covers the Central West.

FLEMING H. REVELL COMPANY have just ready "The Continent of Opportunity," a great book on South America by Francis E. Clark, describing the country from Panama to Argentina, and pointing out innumerable openings for intelligence and capital and energy. It is a book that must appeal to enterprising young men looking for chances to get ahead independently and quickly. They also have issued "Poland, the Knight Among the Nations," by Louis E. Van Norman, associate editor of the *American Review of Reviews*. They have in preparation several important titles along their accustomed lines, and their plans for the ensuing season show no retrogression in their endeavor to make even more secure their place in the esteem and confidence of all lovers of good literature.

Travellers: H. R. Drake, Walter Robertson and W. H. Mook, Jr.

THE SAALFIELD PUBLISHING COMPANY's name has become the synonym for attractive juveniles. A. J. Saalfield, head of the firm, introduced the muslin books in America, and this year he offers another novelty in this line—a series of four titles, each a book containing patterns for rag dolls, with a complete wardrobe for it, which the child can make after tiring of the book itself. They are printed on soft, fine muslin, in colors, and are sure to delight small seamstresses as well as buyers of high-class muslin books. The felt book is another of his ideas. There are two

series, and will, if possible, rival the muslin line. Owing to the softness of the felt and the bright pictures on each page, they will no doubt be large sellers. An *Animal Cut-Out Series* is announced, to be on strong paper, lithographed in colors. To the famous *Billy Whiskers Series* will be added two new books, "Billy Whiskers at the Circus" and "A Little Maid in Toyland," the latter by Adah L. Sutton, author of last year's success, "The Teddy Bears." "Toodles of Treasure Town and Her Snow Man" commences a new series of juvenile quartos, and James A. Barden contributes "The Auto Boys" as the first volume in *The Auto Boys Series*. A handsome edition of "Tam o' Shanter" is added to their gift books, likewise "In Borderland and the Blue Beyond," in which each page is in half-tone from photographs, embellished with decorative borders and hand-lettered verse. Their travellers will carry a full line of dealer's muslin signs, games and novelties, such as cut-out muslin dolls, Christmas wreaths, etc., to which they have added largely for 1908.

Travellers: Andrew Hamming, (Pacific Coast and New York;) F. H. Nourse, (Middle West;) J. F. Farrell, (South and New England.)

FREDERICK A. STOKES Co.'s large list of standard works, fiction, calendars and booklets will be shown in the larger cities by F. H. Newcombe; on the Pacific Coast by F. A. Coombs; in the South and New England by Harry Savage, and by H. M. Everitt in the Middle West.

THE VIR PUBLISHING COMPANY announce that in 1907 they sold more of their popular *Self and Sex Series* to the booktrade than in any previous year. Their re-orders thus far in 1908 promise a great sale this year. They have just published two dainty little volumes along the same line as the *Self and Sex Series*, entitled "Before Marriage" and "The Social Duty of Our Daughters." They have also just issued new, revised editions of "Five Minute Object Sermons to Children" and "Talks to the King's Children."

Traveller: L. M. Cross.

FREDERICK WARNE & Co. announce that "The Tale of Tom Kitten," by Beatrix Potter, the latest addition to the *Peter Rabbit Series*, is proving a "winner," and needs only to be shown to be sure of a favorable reception. As usual, this firm is strong in their line of untearable Toy Books, not rag books, but paper mounted on muslin, which enables the lithographer to bring out the full effects of his color work. They have added to their line of painting books two books of post-cards—"Animal Post Cards" and "Animals at the Zoo." Each book contains sixteen colored post-cards repeated in outline for children to color with a paint box. The cards are perforated and when colored are ready for mailing. They have also just ready a new and cheaper edition of "The Nursery Rhyme Book," edited by Andrew Lang. They expect to have ready shortly some attractive titles in the dainty *Rivière Birthday Books* series, containing selections from Burns, Keats, Moore, Scott, Shelley and others, bound by R. Rivière & Son, of London, in limp lambskin and vel-

vety calf, with floreated pattern stamped in gold. Their little nature books on wild flowers, trees, butterflies and moths, though written for a British public, are full of charm and appeal to all lovers of nature.

Traveller: P. C. Leadbeater, (East and West.)

THE JOHN C. WINSTON COMPANY, of Philadelphia, announce for this year a work on "Washington, the City and the Seat of Government," by C. H. Forbes-Lindsay, in their *Photogravure Illustrated Series of Books*, which now includes thirty-five titles. The author in the preparation of this volume has had the help and encouragement of leading Washington officials, and has thus been enabled to obtain much authoritative original matter. The book will contain twenty-five photogravure plates and will be issued in the same sumptuous style as the other volumes of the series. For their *Household edition* of standard works they have made an entirely new set of plates of "Plutarch's Lives," with Dryden's and Clough's notes and an introduction by Hamilton W. Mabie. Their *Ideal Series of Classics*, in sets, includes six titles—Blackmore's "Lorna Doone," Carlyle's "French Revolution," George Eliot's "Romola," Hugo's "Les Misérables," Macaulay's "History of England" and Plutarch's "Lives of Illustrious Men"—twenty volumes, attractively printed and bound. Other books for grown people are "Winston's New Universal Self-Pronouncing Dictionary of the English Language," edited by Charles Morris; "Hurlbut's Handy Bible Encyclopedia," for the use of students, teachers, and Christian workers; "The International Cyclopaedia of Prose and Poetical Quotations," a new edition of "The World's Great Orators and Their Best Orations;" "Sunday Half Hours with Great Preachers," by the Rev. Dr. Jesse L. Hurlbut; "Dwiggins' Toast Book," a pleasing novelty cut in the shape of a woman's head, and a new line of "International" Teachers' Bibles with the New "International" Teachers' Handy Bible Encyclopedia. Their line of juveniles this year is particularly attractive. It includes a series of twelve titles grouped in an *Every Child's Library*, each volume being edited by the Rev. Dr. Hurlbut; fifty-nine titles of Alger's best books, which may be had in sets or separately; ten titles in the new *Holly Series*; the Castlemon books, embracing fifty-three titles that are yearly increasing in popularity; a new library edition of the Ellis books, twenty-eight titles; the *Roundabout Library for Girls*, containing twenty-five titles by such authors as Gabrielle E. Jackson, Lucy C. Lillie, Margaret Vandegrift and others, also a new book for girls by Gabrielle E. Jackson, entitled "Three Little Women."

Travellers: Girard Buckman will look after the interests of the same trade he has been following from year to year, as will also E. M. Leavens, A. L. Bonney, F. H. Whiteside, E. E. Jones, E. A. Merriam and H. A. Noble. It will no doubt be of interest to the many friends of B. F. Hitchens, who formerly represented this house on the road, to learn that he has been placed in charge of the Western branch of the John C. Winston Company, located at 270-278 Wabash Avenue, Chicago.



BROTHERHOOD OF COMMERCIAL
TRAVELLERS
WALDORF-ASTORIA DEC 30 07

The Geo. H. Lawrence Co.
New York
Chicago Washington
1157

THE BROTHERHOOD OF COMMERCIAL TRAVELLERS AT ITS 'TWENTY-THIRD ANNUAL DINNER

Held at the Waldorf-Astoria, December 30, 1907.

LIST OF THE GUESTS.

Beginning with the president at the head of the table and following the line to his right the guests are seated as follows:

Charles E. Miller.	C. C. Skepmoes.	Arthur T. Leon.	J. W. Hatch.
A. D. MacMullen.	V. M. Cupples.	J. Arosamena.	Chauncy Jones.
F. T. J. Nunan.	C. M. Brooks.	H. S. Hinkle.	
J. F. Dengler.	J. Ayers.	W. F. Brainerd.	

In the left centre row from bottom to top are seated:

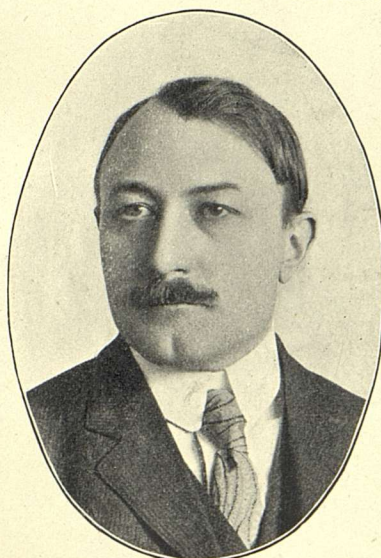
A. Mink.	L. Wagner, Jr.	Don Newton.	P. Van Rees.
John Thompson.	I. M. W. James.	John H. Black.	C. A. Van Rees.
W. J. Kelly.	S. J. Delaney.	A. C. Wessman.	A. R. Irwin.

In right centre from top to bottom are seated:

J. Hossock.	H. W. Knight.	C. Nurse.	Louis Dames.
B. P. Willett.	A. Wessels.	H. Wesky.	S. Vander-Wheelen.
T. Dowdell.			

In right hand row from bottom up are seated:

A. P. Roche.	J. H. May.	F. Virtue.	H. B. Matthews.
E. Heikel.	C. E. Graham.	B. W. Dodge.	A. Growoll.
L. R. Matlack.	H. Hungerford.	C. H. Doscher.	John Hovendon.
F. A. Thomas.			



CHARLES E. MILLER,
President of the B. C. T., at its
23d dinner.



JOHN HOVENDON,
Secretary of the B. C. T., at its
23d dinner.

SNAP SHOTS OF SOME OF THE MEN ON THE ROAD.

L. W. ADAMS, Western and Pacific Coast representative of Lothrop, Lee & Shepard, entered the book business very early, beginning with D. Lothrop & Co. in 1879. He went through the various grades of service with that firm and their successor, the Lothrop Publishing Co., until he became the company's leading travelling representative. In 1904 he cast his fortunes with the new corporation formed from the union of Lee & Shepard and the Lothrop Publishing Co. under the name of Lothrop, Lee & Shepard Co., and joined with his friend and chum of long standing, "Johnnie" Lander, in an amicable division of territory. Mr. Adams starts on his Pacific Coast trip in February of each year, and is always present at the "Book Fair" at the Palmer House, Chicago, in early July. Mr. Adams, like his friend Mr. Lander, is an efficient desk man as well as a first-class salesman.

JOHN H. BLACK, who by his colleagues is regarded as the dean of their profession, was born in New York City, June 10, 1840. He received his education in the Mechanics' Institute in New York City and in Union Hall Academy, at Jamaica, L. I. In 1861 he started travelling on his own account, carrying the lines of several houses. In 1862 he sold photograph albums for Werner & Huber, then on Frankfort Street in New York City, with whom he remained until they retired from the business. During President Johnson's administration Mr. Black was appointed United States gauger in New York, under the direction of H. A. Smith, who at that time was also president of the Central National Bank. After leaving the Government service Mr. Black went on the road for Victor E. Mauger, the agent for Goodall & Sons, manufacturers of playing cards, who were then in business on Reade Street, New York. In 1880 he joined the force of L. Prang & Co., and a year later he became the representative of McLoughlin Brothers. In their service he has visited nearly every section of the country, and several times went abroad to introduce the McLoughlin goods to the English market, paving the road for a surprisingly large and profitable trade there. Mr. Black, still hale and hearty, makes regular trips through the West to the Pacific Coast. Through his genial and courteous manner he has made for himself a host of friends in the retail booktrade as well as among his colleagues, who several times have elected him to the presidency of the Brotherhood of Commercial Travellers and the chief officer of several other organizations more or less closely connected with the trade. He is an honored member and officer of York Lodge, F. and A. M., the doors of which have welcomed so many members of the trade.

GIRARD BUCKMAN, one of the best-known travellers in the booktrade, who has probably seen a longer term of service than any other travelling representative of the trade, commenced service in the early fifties of the nineteenth century as an errand boy with George S. Appleton, who in those days had one of the

best retail bookstores in Philadelphia. When Mr. Appleton closed his business and joined his brothers in New York, Buckman took a position with Daniels & Smith, and later became a partner in the firm of Smith, English & Company, who succeeded to the business of Daniels & Smith. He was in Richmond, Va., during the panic of 1857, but undaunted he continued to sell books, and, for a time, helped to revive a feeling of hopefulness and confidence. In 1861 he sold out his interest in the business and joined the Union Army, remaining in service until the close of the War between the States. On his return he joined the forces of Claxton & Co., the successors to Alfred Martien, and remained with them till 1874. He then made arrangements with Porter & Coates, later H. T. Coates & Co., and continued with them for upwards of thirty years, when he was transferred to the John C. Winston Company, the successors of H. T. Coates & Co., continuing with the line with which he had been identified so many years. As Mr. Buckman says: "After so long a service I find myself with very many faithful and staunch friends in the trade. That asset is the most valuable I have accumulated. Indeed, the combination of this and the line I represent make my present position the most pleasant and altogether satisfactory that it has been my fortune to fill."

J. F. DENGLER, the genial representative of E. P. Dutton & Co., started in business with G. W. Carleton, with whom he remained seven years. In 1883 he took a position with E. P. Dutton & Co., representing them on the road at one time or another from Maine to California. At present he covers the Pacific Coast and the larger Eastern cities.

FRANK C. DIXON, a native of the South, formerly in business for himself at Charlotte, N. C., now represents Thomas Y. Crowell & Company on the road, and shares the good reputation of the travellers of this house, visiting the Southern States and those of the Central West.

FRANK O. EVANS, the head of the travelling force of the Raphael Tuck & Sons Co., Limited, of New York, is the son of an old-time New York bookseller, and was born in this city March 7, 1853. He received his elementary education in the public schools of New York, and in 1871 became one of the bookkeepers for the American Baptist Publication Society. His first experience on the road dates back to about 1876 or 1877, when he started forth, as all ambitious young men do, with a line "on commission." The usual result of getting experience at his own expense followed. Shortly after he entered into an engagement with Hildesheimer & Co., in the Christmas card line, following with an embarkment in the enterprise of making stationery under the firm name of Evans, Plummer & Co., which firm lasted only about three years, and from 1886 up to the present time his relations have been entirely with the firm which he now represents. In his travels he

has visited nearly all parts of the country, and at one time he made regular trips to the Pacific Coast. Of late years, however, his territory has been nearer home.

ANDREW HAMMING, who represents the Saalfeld Publishing Company in the far West, is an example of how rapidly an energetic, ambitious young man can forge to the front in the book business. He began his business career as cash boy with Siegel, Cooper & Co., of Chicago, in 1893. The next year he went to Montgomery Ward & Co., where he climbed from errand boy to the position as assistant bookbuyer. Thompson & Thomas then claimed his services, and there he became widely known and well liked among the book-trade. In 1905 the Monarch Company secured him, and he remained with them until their failure in June, 1907. He then formed his present connection with the Saalfelds. Upon his return from the Pacific Coast on his present trip he will become manager of the New York office for his company.

GEORGE R. HOBBY, representative of T. Y. Crowell & Co., for several years held a responsible position with the Orange Judd Co. In 1888 he made arrangements with and commenced travelling for Thomas Y. Crowell & Company, so that he has nearly completed his twenty years of successful travelling for this concern. A hearty and genial companion, with a good word and cheery smile for every one, he is always sure of warm welcome and generous treatment from his *clientele* in the great Middle West, through which he has travelled exclusively ever since he has been on the road.

JOHN H. HOPKINS, commenced his business career as a boy with Albert G. Cogswell. He remained with Cogswell until he went out of business, when he entered the employ of Thomas Y. Crowell & Co., and in 1886 made his first trip as a traveller for this concern. He has remained in this employ to the present, time, thus having completed twenty-two years' service on the road. His popularity is well attested by his host of admirers and friends all through the Southern States, Canada, New England, New York, Pennsylvania, as well as in Chicago.

JOHN HOVENDON, the father confessor of the whole travelling fraternity of booksellers, turned his back some forty years ago on his native Ireland and settled in Canada, where he was taken in by his kinsman, Richard Worthington, then in the book business at Montreal. When Mr. Worthington came to New York City, "Jack" Hovendon went into the stationery business, which he followed for about six years, coming to New York in 1876 to again join Mr. Worthington, for whom he travelled at one time the length and breadth of the country. After Mr. Worthington's death, Hovendon joined forces with John W. Lovell, conducting one of his ancillary branches under the name of the John Hovendon Company. When the bubble of the United States Book Company, of which the Hovendon Company was a part, burst, Hovendon started in business for himself—jobbing remainders, etc. Hovendon's office is the chosen resort of every traveller, because there he receives a

hearty welcome, a word of cheer and counsel. Therefore the sunny, hope-inspiring face of Jack Hovendon's, though he now seldom takes to the road excepting on his own business, is so widely familiar. He is a past-president of the B. C. T., and as it would seem, its permanent secretary.

WILLIAM J. KELLY, familiarly known to his friends and colleagues as "Big Bill"—owing probably as much to his big heart as well as to his stature—is as well known to the book-trade all over the country as any man on the road, regardless of the period of his service. He is a native of Dublin, Ireland, and came to this country when seven years old. Like "Pip" he was brought up "by hand" in the family of his Puritanic relatives, and was well-drilled in the "Shorter Catechism." Always ambitious to be independent, he sought employment, after his school days were over, in the bookstore of Charles Miller, the brother of Henry Miller, the well-known bookseller. Subsequently Kelly went into business for himself, while still in his teens, by opening a newsstand in the old Bixby House, at the corner of Broadway and Park Place. When the War between the States broke out, curiosity attracted him to a recruiting tent in Union Square, in New York City, and the result was that the errand on which he was sent was postponed until, fate permitting, he might return from the seat of war. As it was, he was permitted to serve until the close of the war unscathed, serving with distinction. Whether he ever completed the errand on which he was sent on that fateful day in 1861, and whether he was reprimanded or rewarded by his employer, the records do not disclose. Kelly after the war explored the West Indies, but finding conditions unsatisfactory returned to his adopted country and set himself up in the art business in Philadelphia. For a time he was also connected with the Presbyterian Board of Trade. From 1869 to 1872 he was connected with Porter & Coates, and then became traveller for Lee & Shepard, with whom he remained until their failure. Kelly then came to New York City and took a position with McLoughlin Brothers. Ambitious again to set up in business for himself, he started a photogravure business. He built an elaborate plant, which, on the eve of completion, and before it was insured, was wrecked by fire. Although he was obliged to face an entire loss, Kelly, undaunted as he always has been when confronted by misfortune, called a meeting of his creditors, "farmed out" his orders and after meeting his indebtedness retired with the good will of all with whom he had business relations. For a time he represented Raphael Tuck & Sons on the road, and in 1881 again took a position with McLoughlin Brothers, whom, with a brief interruption, he has represented ever since. It is impossible to speak of Kelly without being led into extravagance. His generosity and good fellowship is proverbial. To espouse a cause usually means that his cause will succeed. He was one of the mainsprings of the Booksellers' and Stationers' Provident Association, and worked for it early and late wherever his travels took him. Whatever its ultimate fate might have been had he been present in its

last days, the evil hour might have been delayed. When the B. C. T. was formed Kelly again threw himself heart and soul into the movement, and has ever since been one of its most earnest and loyal supporters. Again, when the Booksellers' League was but a germ it was Kelly with a few others who canvassed the trade and materially helped to its growth and success. As some one has truly said, "Kelly is a hypnotizer;" he needs only to see that an idea is worthy his effort and in a short time it is a fact. So it is with his line. Sent into an unworked or long-neglected field, he works it until it becomes an asset in business not to be slightly regarded. He makes friends easily and keeps them, because he himself is as true a friend as it ever has been the privilege of any man to possess. He is an enthusiastic G. A. R. man, always on the lookout on his travels for afflicted comrades, for many of whom he has secured relief or decent burial.

JOHN E. LANDER began as a boy with Lee & Shepard, in December, 1883, and steadily advanced through every grade of stock-room and shipping-room service to representation upon "the road," first in a subordinate capacity and later as head travelling man for Lee & Shepard. When this firm purchased the assets of the Lothrop Publishing Co., in 1904, and the present corporation was formed, the size and importance of the combined list of publications were such that Mr. Lander was able to restrict his routes to the East, his furthest western point being Pittsburg, confining his attentions to the larger cities. From August to November each year he is to be found at the Broadway Central Hotel in New York City. Mr. Lander entirely disproves the theory that a travelling man is of use only upon the road, as he is always busy at his desk when in the office, and has proven himself highly efficient in opinions upon manuscripts and in other important ways.

WILLIAM W. MCINTOSH, a native of Glasgow, Scotland, came to this country in 1854, a year after he was born. In his fourteenth year he took a position with the American Tract Society, and three years after began what he considers his life work first with the New York agents of the Oxford University Press and then with its American branch. Altogether Mr. McIntosh has been selling Oxford Bibles for forty-one years—thirty-five of these "on the road." Mr. McIntosh, in closing a communication to the editor, says: "I believe that the two best guides to health, wealth and happiness are The Bible, and THE PUBLISHERS' WEEKLY."

DAVID MCKAY, who for thirty-five years has been connected with the booktrade of this country, while not a commercial traveller in the commonly-accepted sense of the word, is counted as one of them—and is always welcomed in the circle of the travelling fraternity wherever it may be gathered—for "Dave," though the chief ornament of the "water-wagon," is always hailed as a "jolly good fellow." And so he is, since he is well-balanced, warm-hearted, generous in the best sense of the word, ever ready to help the help-

less and to speak a good word for his fellow man. His one known dissipation is a stiff game of pinochle. McKay rose from the bottom rung of the ladder, and by sheer hard, honest work reached the top. Unafraid of work and convinced of the good qualities of his publications, McKay from the first took to the road to exploit his lines and from the start not only succeeded in capturing business but in making friends—always the best asset of a travelling man. It is not our purpose to dwell on Mr. McKay's success, that is well known, nor on his qualities as a traveller—that he has proven. We include him in this place only for the reason that he finds a place in every gathering of travelling men—because he belongs there.

ALBERT D. McMULLEN, of the H. M. Caldwell Company, was born in Brooklyn, N. Y., November 17, 1865, and was educated in the public schools of that city. While still a boy he obtained a position with R. Worthington, with whom he remained upwards of ten years. While with Worthington he began to travel, his maiden trip taking him to Canada. Afterwards he took in also the Southern States. In 1883, he followed his friend and mentor, John Hovendon, into the United States Book Company and its ancillary branch, the Hovendon Company. After these companies went out of business, "Al" became representative of David McKay and the Rodgers Company of Philadelphia, with headquarters in New York City. In 1892, he joined the H. M. Caldwell Co., of Boston, of which he has just been elected vice-president and a director. He is a past-president of the Brotherhood of Commercial Travellers and a past-master of York Lodge, F. and A. M., in which so many members of the book and stationery trade find a Masonic home. McMullen covers the Pacific Coast and the West, where his kindly face and cheery manner have won for him many endearing friendships.

JOHN H. MAY, one of the "Old Guard," was born and brought up in Trenton, N. J. When still a young boy at school Horatio Alger, Jr., who at that time was a tutor in J. W. Seligman's family, at the instigation of his uncle, sent "Johnny" May fifty copies of "Ragged Dick," for which May canvassed the town and sold all the copies. This was May's introduction to the book business. The following year Alger secured for May a position with M. A. Macfarland, a bookseller at the corner of Twenty-third Street, Broadway and Fifth Avenue, the present site of the "Flat Iron" building. After remaining with Macfarland for three and a half years May took a position with Porter & Coates, for whom he travelled, with the exception of three years, up to the time when Henry T. Coates & Co. sold out their business to John C. Winston Co. It was through Mr. May's intimate acquaintance with the author that the famous Horatio Alger books were secured to Porter & Coates. As Mr. May was unable to make satisfactory arrangements with the successors to Henry T. Coates & Co. he removed to New York City and took a position with Hurst & Co, where he remained three years, or until January 1, 1908, when

he joined the forces of Grosset & Dunlap. Mr. May's career has been successful and he has made for himself an enviable reputation for honesty, integrity and straightforwardness, winning for himself many friends in the trade and among his colleagues on the road.

CHARLES E. MILLER, the representative of McLoughlin Brothers in the Middle West and certain Southern cities, though one of the younger men "on the road" has already a good record to his credit. He started as a boy with the firm he now represents as a traveller, working his way up through the counting room. At a venture he undertook for his firm a route at the time without a permanent representation. On his maiden trip he was so extraordinarily successful that his house decided it could not afford to let him resume his former position, and, hence, he is still—"travelling." "Charley" is well liked by his many customers and by his associates, and deserves success in full measure.

FRED. H. NEWCOMBE, one of the most popular men on the road, in 1870 started with Fell & Dillingham, at that time at 455 Broome Street, New York City, afterwards Lee, Shepard & Dillingham, at 47 Green Street. He later travelled for the John W. Lovell Company and for Richard Worthington. Since 1885 he has represented the Frederick A. Stokes Company. In his day Mr. Newcombe has covered the whole of the United States and Canada, though he now only visits Boston, New York City, Philadelphia and the principal cities of the Middle West.

F. H. NOURSE is the third brother to be a bookman. He was with Gammel Brothers, Philadelphia, until last year, when he went on the road for The Saalfield Publishing Company. He will cover the Middle West thoroughly.

F. T. J. NUNAN, chief traveller for L. C. Page & Company, is well known to the booksellers throughout the country, for during his career as a traveller, extending over twenty years, he has made every State in the Union, with the exception of Oklahoma, and every province of Canada. Although a comparatively young man, Mr. Nunan is one of the veteran book salesmen. After leaving school he accepted a position with the publishing firm of White, Stokes & Allen (later The Frederick A. Stokes Co.) and was sent on the road as their representative, making the Central New York towns in the fall of 1884. New England, the Middle West, the Coast and South were in turn added to Mr. Nunan's route. In 1899 Mr. Nunan severed his connections with the Stokes Company to accept a position with L. C. Page & Company, which house Mr. Nunan still represents. Mr. Nunan's success and popularity with the trade is due to a great extent to his own knowledge of books and to his fine literary judgment. Mr. Nunan is a prominent member of the Brotherhood of Commercial Travellers, having at one time been president of the organization. During July Mr. Nunan represents his house at the annual "Book Fair" in Chicago, meeting the buyers from the smaller towns in the Middle West who come

to Chicago to look over the lines of the leading publishers. In the fall he has charge of L. C. Page & Company's sample room in New York. Mr. Nunan's home is in Brooklyn, N. Y., where he was born and bred. He has always taken an active interest in public affairs. Although on first acquaintance one's impression of Mr. Nunan is that of a very dignified and reserved man, he is one of the most popular among the trade and his fellow travellers, able to entertain his friends for hours at a time relating in his droll way some of his experiences.

ANDREW D. PIERCE, who covers the Pacific Coast and South, as well as New England, for Little, Brown & Co., is well known in those sections. He began as a boy with the old firm of Roberts Brothers, and has been travelling for Little, Brown & Co. about five years.

J. J. F. SMITH, (known among his friends and acquaintances as "Jerry,") Southern and Middle West representative of Lothrop, Lee & Shepard, began with Lee & Shepard, in August, 1887, and, though still a young man, has completed twenty years of faithful service in the book business. He has the Southern trip, with its long distances, planned to a nicety and knows what it is to be out three months at a time.

WILLIAM R. SPINNEY, for twenty-three years representative of the firm of Thomas Y. Crowell & Co., joined the ranks of the booktrade in 1869 as a clerk in a small retail book and stationery store on Washington Street in Boston. In 1870 he took a position with D. Lothrop & Co., then at 38 and 40 Cornhill, Boston, and began travelling for that house in 1877, covering the whole country and Canada. In 1885 he associated himself with Thomas Y. Crowell & Co., representing them on the Pacific Coast, in British Columbia, portions of the Middle West, and in the larger cities, such as Washington, Baltimore, Philadelphia and New York City. Mr. Spinney, who is highly regarded by his competitors, helped to organize the Booksellers' League and was for a number of years one of the Board of Managers of that organization.

GEORGE SULLY, the head salesman for Little, Brown & Co., is among the best-known bookmen of the country. After two years' experience in the book business in Montreal Sully, in 1884, went to Boston to take a position with D. Lothrop & Co. He represented this house on the road until 1889, when he joined William B. Perkins, the well-known commission bookseller in New York, and travelled all over the country in his interest. In 1891 he went into the commission business for himself, making a specialty of the board books manufactured for him by Estes & Lauriat. Two years later he also took over the line of DeWolfe, Fiske & Co. He was eminently successful in this business, but, in 1899, Little, Brown & Co., who had the year before acquired the publishing plant of Roberts Brothers, succeeded in winning him over to represent them on the road. Sully has travelled the country over and over again, from Maine to California, and has a host of well wishers in every section that he visits.

DEPARTMENT STORES

With the name of the buyer of books and allied lines in each.

ALABAMA.

Birmingham.—Loveman, Joseph & Loeb. (H. Baruch.)
Mobile.—L. Hammel D. G. Co. (F. A. Creswell.)

CALIFORNIA.

Los Angeles.—Broadway Dept. Stores. (C. R. Vient.)
 —Central Dept. Store. (W. S. Atkins.)
 —Bulloch's. (Mr. Aiken.)
 —A. Hamburger & Sons. (E. H. Dart.)
 —Beeman & Hendee, Inc.—"The Baby Store."
San Francisco.—Prager Co. (L. Cohen.)
 —The Emporium. (E. Sommer.)
 —Raphael Weill & Co. (D. Gradwohl.)
Sacramento.—Weinstein, Lubin & Co. (J. P. Edwards.)

COLORADO.

Denver.—Daniels & Fisher Stores Co. (S. A. Sabin.)
 —Denver D. G. Co. (H. Shields.)
 —Joslin D. G. Co. (Wm. Bruce.)
Pueblo.—The Crews-Beggs D. G. Co. (J. D. Kellogg.)

CONNECTICUT.

Bridgeport.—Smith, Murray & Co. (F. E. Blake.)
 —Howland D. G. Co. (S. C. Parker.)
Hartford.—Brown, Thomson & Co. (F. P. Le Pard.)
 —Wise, Smith & Co. (S. Youngman.)
 —G. Fox & Co. (Miss Burroughs.)
New Haven.—The Edward Malley Co.

DISTRICT OF COLUMBIA.

Washington.—S. Kann, Sons & Co. (Sol. Abbott.)
 —Palais Royal—A. Lisner. (A. S. Heller.)
 —Woodward & Lothrop. (F. E. Woodward.)

GEORGIA.

Savannah.—Leopold Adler. (Ed. Mayer.)

ILLINOIS.

Chicago.—Allbaugh-Dover Co. (M. R. Myers.)
 —Boston Store. (H. B. Runyan.)
 —Butler Bros., Wholesalers. (C. C. Olsen.)
 —Carson, Pirie, Scott & Co. (T. E. Nolan.)
 —Hillman's. (G. L. Isreal.)
 —Sol. Klein. (A. Novotny.)
 —Rothschild & Co. (Miss K. Ritchie.)
 —Siegel, Cooper & Co. (Wm. Doxey.)
 —Montgomery Ward & Co. (Duke Hill.)
 —"The Fair." (W. J. Barse.)
 —Sears, Roebuck & Co. (P. A. Murkland.)
Streator.—D. Heenan Mercantile Co. (J. A. Finlen.)

INDIANA.

Indianapolis.—Pettis D. G. Co. (J. E. Keller.)
 —H. P. Wasson & Co. (A. H. Howard.)
 —Indiana D. G. Co. (F. H. Sudbrock.)
Terre Haute.—W. H. Albrecht & Co. (M. E. Herz.)
 —Kleeman D. G. Co. (Miss B. O'Donnell.)
 —Root D. G. Co. (F. Knadler.)

IOWA.

Des Moines.—Yunker Bros., Inc. (B. F. Copp.)
Ottumwa.—W. J. Donelan & Co. (Miss L. Darnaby.)

KENTUCKY.

Louisville.—The Stewart D. G. Co. (Mrs. F. Davison.)
 —Kaufman, Straus Co. (Z. Jacoby.)
 —Herman Straus & Sons Co., Inc. (Miss J. Levi.)

LOUISIANA.

New Orleans.—Maison Blanche. (K. Connelly.)
 —D. H. Holmes Co. (Edw. Bonnet.)

MAINE.

Lewiston.—The Great Dep. Store. (Arthur L. Payne.)
Portland.—Porteus, Mitchell & Braun Co. (O. A. Moore.)

MARYLAND.

Baltimore.—A. A. Brager. (T. G. Hardesty.)
 —N. Gutman & Co. (Herbert Gutman.)
 —Joel Gutman & Co. (Sol. S. Rudolph.)
 —Hochschild, Kohn & Co. (W. Sondhein.)
 —Stewart & Co. (Max Hesslein.)

MASSACHUSETTS.

Boston.—Houghton & Dutton. (W. J. Norcross.)
 —Jordan, Marsh & Co. (E. A. Pitman.)
 —Henry Siegel & Co. (C. B. Sefranka.)
 —Timothy Smith & Co. (Wm. DeNeil.)
 —R. H. White & Co. (H. C. Kinsey.)
Haverhill.—Mitchell & Co. (Miss G. W. White.)
Fall River.—R. A. McWhirr Co. (A. J. Potvin.)
Salem.—Almy, Bigelow & Washburn. (H. L. Barker.)
 —W. G. Webber Co. (W. E. Churchill.)
Springfield.—Forbes & Wallace. (E. Noyes.)
Worcester.—Barnard, Sumner, Putnam Co. (D. T. Quinn.)
 —Denholm & McKay Co. (W. C. Everett.)

MICHIGAN.

Detroit.—Wm. H. Elliott Co. (J. T. Thorburn.)
 —J. L. Hudson Co. (Miss M. E. Crittenden.)
 —Pardridge & Blackwell. (F. R. Hettinger.)
Saginaw.—Wm. Barie D. G. Co. (W. D. Broome.)

MINNESOTA.

Duluth.—I. Freimuth. (D. Loevns.)
 —Johnson & Moe. (A. O. Anderson.)
 —Panton & White Co. (Wm. Gow.)
Minneapolis.—Dayton D. G. Co. (N. McCarthy.)
 —Wm. Donaldson & Co. (F. O. Williams.)
 —Minneapolis D. G. Co. (W. C. Whitney.)
 —Butler Brothers, Wholesalers. (W. A. Buchanan.)
 —Powers Mercantile Co. (L. H. Wells.)
St. Paul.—Mannheimer Bros. (J. A. Belmeur.)
 —"The Golden Rule." (St. Paul B. & S. Co.)

MISSOURI.

- Kansas City*.—G. Bernheimer Bros. & Co. (J. H. Bernheimer.)
 —Jones D. G. Co. (F. L. Diggs.)
 —G. B. Peck D. G. Co. (P. A. McKenna.)
 —Emery Bird Thayer D. G. Co. (H. R. Horr.)
St. Louis.—Wm. Barr D. G. Co. (T. J. Sefranka.)
 —"Famous." (I. Solomon.)
 —Stix, Baer & Fuller. (Thos. Porcher.)
 —Butler Bros., Wholesalers. (F. B. Hull.)

NEBRASKA.

- Lincoln*.—Miller & Paine. (Albert House.)
 —H. Herpolsheimer Co. (D. Young.)
Omaha.—The Bennett Co. (Henry Kieser.)
 —J. L. Brandeis & Sons. (Western B. & S. Co.)
 —Thos. Kilpatrick & Co. (Mrs. Shears.)
 —Hayden Brothers. (P. H. Johnson.)

NEW JERSEY.

- Newark*.—L. Bamberger & Co. (G. J. Schindell.)
 —Hahne & Co. (Max Hesslein.)
 —W. V. Snyder. (Miss Hoepp.)
Trenton.—S. P. Dunham & Co. (Miss M. Cross.)
 —S. E. Kaufman. (S. E. Kaufman.)

NEW YORK.

- New York City*.—Barnett Bros. (J. S. Barnett.)
 —Bloomingdale Bros. (S. Mayers.)
 —Butler Bros., Wholesalers. (H. Gerlach.)
 —John Daniel, Sons & Sons. (Mrs. P. A. Jeannot.)
 —Ehrich Bros. (Miss Jossum.)
 —14th St. Store. (R. McKnight.)
 —H. C. F. Koch & Co. (Miss Rose Joseph.)
 —J. Lauchheimer & Co., 86th St. and 3d Ave. (E. A. Bayley.)
 —J. Lauchheimer & Co., 466 Columbus Ave. (A. Neuhaus.)
 —R. H. Macy & Co. (Miss L. Kinnear.)
 —McPartland & O'Flaherty. (J. Callahan.)
 —O'Neill-Adams Co. (Max Hesslein.)
 —Rothenberg & Co. (Frank Palmer.)
 —J. R. Senior Co. (C. F. Hallam.)
 —Siegel-Cooper Co. (H. Kleinteich.)
 —Simpson-Crawford Co. (Robert McKnight.)
 —John Wanamaker. (Warren Snyder.)
 —W. T. Walton, Jr. (W. T. Walton, Jr.)
Albany.—W. M. Whitney & Co. (C. W. Lamb.)
Brooklyn.—Abraham & Straus. (A. Eckel.)
 —H. Batterman. (Louis Dames.)
 —Burden & Co. (Miss G. Smith.)
 —The Berlin. (N. H. Levi.)
 —Frederick Loeser & Co. (J. Ray Peck.)
 —A. D. Matthews' Sons. (H. J. Doggett.)
 —John McCormick. (John J. Daly.)
Buffalo.—Adam, Meldrum & Anderson Co. (H. J. Simons.)
 —The Wm. Hengerer Co. (Miss M. Sturdivant.)
 —J. N. Adam & Co. (W. A. Brost.)
Ithaca.—Rothschild Bros. (Miss G. Murphy)
Jamestown.—Jones & Audette. (C. L. Audette.)

- Rochester*.—E. W. Edwards & Sons. (Miss A. M. Smith.)
 —McCurdy & Norwell Co. (Mrs. E. L. Beckford.)
 —Sibley, Lindsay & Curr Co. (R. G. Powers.)
 —Duffy, McInnerney Co. (K. W. Barry.)
Syracuse.—E. W. Edwards & Sons. (Miss A. M. Smith.)
 —The Hunter, Tuppen Co. (C. F. Tuppen.)
Troy.—E. W. Edwards & Sons. (Miss E. A. Brown.)
 —E. C. Tower & Co. (E. C. Tower.)
Utica.—A. S. & T. Hunter. (C. A. Vencill.)

OHIO.

- Akron*.—M. O'Neil & Co. (J. D. Chandler.)
Canton.—Kenny Bros. (J. H. Kenny.)
 —W. R. Zollinger & Co. (Ray Harned.)
Cincinnati.—Hanke Bros. (Wm. Davis.)
 —Geo. W. McAlpin Co. (J. J. Robinson.)
Cleveland.—The May Co. (E. D. Stauffer.)
 —The Bailey. (S. W. Gerhardt.)
Columbus.—David C. Beggs Co. (C. M. Dillman.)
Norwalk.—C. F. Jackson Co. (A. P. Cole.)
Sandusky.—C. L. Engels Co. (C. L. Engels.)
Springfield.—The Edw. Wren Co. (Jas. Wren.)
Toledo.—W. J. Milner & Co. (Miss O. Palmer.)
 —The Clinton-Close Co. (A. W. Goodman.)
Youngstown.—J. N. Euwer's Sons. (W. C. Euwer.)
 —G. M. McKelvey & Co. (E. H. Rolf.)
Zanesville.—The H. H. Sturtevant Co. (F. W. Pickup.)

OREGON.

- Portland*.—Lipman, Wolfe & Co. (Mrs. K. Ormsby.)
 —Meier & Frank Co. (J. L. Meier.)

PENNSYLVANIA.

- Allentown*.—Harned-Early Co. (Miss Holman.)
Altoona.—Imperial D. G. Co. (J. D. Meyers.)
Harrisburg.—Dives, Pomeroy & Stewart. (L. Willis.)
Johnstown.—M. Nathan & Bro. (Miss M. Benshoff.)
Lancaster.—Leinbach & Co. (Miss B. Hostetter.)
 —Foster & Cochran.
Philadelphia.—Gimbel Bros. (Jos. Scammell.)
 —Lit Bros.
 —N. Snellenburg & Co. (Edward Hugel.)
 —Strawbridge & Clothier. (W. S. Lewis.)
 —John Wanamaker. (Warren Snyder.)
Pittsburgh.—Joseph Horne Co. (Miss M. A. Lemon.)
 —Kaufman Bros. (T. Edw. Jones.)
Reading.—Dives, Pomeroy & Stewart. (V. Eckland.)
Scranton.—Jonas Long's Sons. (Mrs. Kenny.)
Wilkes-Barré.—Jonas Long's Sons. (Mrs. Shuhan.)

RHODE ISLAND.

- Providence*.—Callender, McAuslan & Troup Co. (K. G. Berger.)
 —O'Gorman Co.
 —The Shepard Co. (Mr. Trantor.)

TENNESSEE.

Memphis.—J. Goldsmith & Sons Co. (David S. Levy.)

TEXAS.

San Antonio.—Wolff & Marx Co. (Maurice Smith.)

VERMONT.

Burlington.—J. W. McAuslan Co. (Miss L. Michaud.)

VIRGINIA.

Norfolk.—Miller, Rhoads & Swartz. (J. H. Barrett.)

—Watt, Rettew & Clay. (B. R. Bunting.)

Richmond.—Miller & Rhoads. (A. L. Schmalzried.)

—The Cohen Co. (Miss Rose Duffy.)

WASHINGTON.

Seattle.—MacDougall & Southwicke Co. (Miss H. L. Igve.)

Tacoma.—People's Store Co. (R. D. Cheney.)

WEST VIRGINIA.

Charleston.—Warwick, Barrett & Shipley Co. (J. H. Barrett.)

Morgantown.—Acme Dept. Store. (L. D. Arnett.)

Wheeling.—Stone & Thomas. (W. E. Rownd.)

WISCONSIN.

La Crosse.—Wm. Doerflinger Co. (E. J. Evans.)

Milwaukee.—Gimbel Bros. (Western B. & S. Co.)

—The Boston Store. (Mr. Higgins.)

—Schuster & Co. (Leo Arnstein.)

—Kroeger Bros. Co. (John Mundschau.)

AMONG THE RETAILERS.

A reference list of changes in the trade during the past year.

ALLENTOWN, PA.—George W. Andrews has opened a bookstore in the Gladstone Building.

ATLANTA, GA.—The Georgia News Co. has opened here to do a general book, news and stationery business.

ATLANTA, GA.—Grant & Jackson have recently established at 39 W. Mitchell Street.

AUBURN, N. Y.—Henry Iveson has opened a bookstore at 19½ Genesee Street.

AUGUSTA, ME.—Quimby & North have sold out to George W. Quimby.

AUSTIN, TEX.—Luther E. Widen, under the name of The Southwest Book and Publishing Co., is running two retail stores here.

BALTIMORE, MD.—The Baltimore Book Co. is now located at 8 East Lexington Street.

BALTIMORE, MD.—The Doxey Book Shop Co. is now located at 414 North Charles Street.

BAY CITY, MICH.—G. L. Wilton becomes George L. Wilton & Co.

BERKELEY, CAL.—Wilbur O. Hayes, who opened a new bookstore at 2371 Shattuck Avenue last year, has just closed the shop and gone to Tucson, Arizona.

BOSTON, MASS.—DeWolfe, Fiske & Co.'s address is now 14-20 Franklin Street.

BOSTON, MASS.—W. B. Wentworth has established at 15A Beacon Street a church bookstore.

BRADDOCK, PA.—P. J. Hafner sold out to S. I. Rosenbloom.

BUFFALO, N. Y.—H. B. Brown & Co., 496 Main Street, stock and fixtures disposed of by referee in bankruptcy to Adam Meldrum & Anderson Co.

BUFFALO, N. Y.—The H. H. Otis Book Co. is no longer in business.

CHARLESTON, S. C.—G. H. Hirsch has opened a bookstore at 324 King Street.

CHICAGO, ILL.—A. Kroch & Co., 26 Monroe Street, have opened an international bookstore, making a specialty of books in foreign languages, also books on medical and technical sciences, art decoration, architecture, etc.

CHICAGO, ILL.—H. H. Waldo Book and Stationery Co. have been incorporated to do a general book, stationery and office supply business.

DAYTON, O.—The Alderman Bookshop Co. succeeds W. W. Kile & Co. at 21 West Fifth Street.

DETROIT, MICH.—J. V. Sheehan & Co. removed to 178 Woodward Avenue.

DENVER, COL.—Percival C. Mills is retiring from business.

ELYRIA, O.—Legron's Bookstore opened here last year.

EMPORIA, KAN.—John D. Graham has bought out the City Bookstore, combining the stock with his art store.

EVERETT, WASH.—F. B. Hawes has removed to 1616 Hewitt Avenue.

GALVESTON, TEX.—L. L. Cretin & Co. have opened a new bookstore at 416 Tremont Street.

HARRISBURG, PA.—A. G. Lehman has removed to the corner of Third and Herr Streets.

HOUSTON, TEX.—T. Pillot has incorporated as the Teolin Pilot Company, which includes M. J. Lyon and H. W. Hamblen, former employees.

HOUSTON, TEX.—Purdy Bros. have incorporated as the Purdy Bros. Book and Stationery Co.

INDIANAPOLIS, IND.—George E. Ellis has been succeeded by Beatty & Bloch.

LANCASTER, PA.—John Baer's Sons are now out of business. Stock bought by M. J. Geary, of Wilkes-Barré.

LINCOLN, NEB.—The H. W. Brown Drug and Book Co. has sold out.

LOS ANGELES, CAL.—Stratford & Green have opened a bookstore at 640 South Main Street.

LOS ANGELES, CAL.—Fowler Brothers have removed from 221 West Second Street to 543 South Broadway.

MACON, GA.—The stock of the T. A. Coleman Book and Printing Co. has been purchased by a firm of which E. W. Waterhouse, Jr., is manager.

MANSFIELD, O.—R. B. Maxwell & Co. have given up their book department.

MILWAUKEE, WIS.—The Young Churchman Co. are giving up the retail branch of their business.

NEW ORLEANS, LA.—The Autlers Bookshop is now at 322 Royal Street.

NEW YORK, N. Y.—Brentano's are now at 225 Fifth Avenue, corner of Twenty-seventh Street.

NEW YORK, N. Y.—F. H. Knapp has a new retail book and stationery store at 146 Hamilton Place, near 144th Street and Amsterdam Avenue.

NEW YORK, N. Y.—L. Kolner, 124 West 116th Street, buys new as well as second-hand books.

PORTLAND, ME.—S. H. Colesworthy, Jr., retired from business.

PROVIDENCE, R. I.—J. H. McCahey, (The Caxton Rooms,) now located at Room 250, Butler Exchange.

RALEIGH, N. C.—E. F. Pesend has opened a book and stationery store at 107 Polk Street.

READING, PA.—Thomas L. Pickering, formerly of Philadelphia, has established here under the name of The Reading Book Co., to deal in new and old books.

ROCHESTER, N. Y.—Duffy-McInnerney Co., a new department store, K. W. Barry buys books and allied lines.

RUTLAND, VT.—The Tuttle Co. has removed to its new building on Center Street.

ST. PAUL, MINN.—Schuneman & Evans have discontinued their book department.

SAN ANTONIO, TEX.—Texas Book and Stationery Co. is a new concern.

SAN DIEGO, CAL.—E. M. Burbeck and Arey & Jones have consolidated under style of Burbeck, Arey & Jones.

SAN FRANCISCO, CAL.—James D. Blake has removed to 654 Market Street.

SAN FRANCISCO, CAL.—H. C. Holmes, of 1158 Market Street, has opened a branch at 402 Van Ness Avenue for wholesale as well as retail.

SAN FRANCISCO, CAL.—The Presbyterian Board of Publication is now located at 400 Sutter Street, corner of Stockton Street.

SCHENECTADY, N. Y.—W. J. Gleason has moved to the Vendome Hotel building.

SELMA, ALA.—The Rowell-Sterne Book Co. is now The Rowell-Sterne Book and Novelty Co.

STAUNTON, VA.—Albert Schultz succeeded by The Beverley Book Co.

TACOMA, WASH.—The store of Theodore & Little having been entirely destroyed by fire, both partners are now associated with the Central News Co. of Tacoma.

TACOMA, WASH.—The Rex Book and Stationery Co. has opened a new store here.

WHEELING, W. VA.—Perry & Hassell is a new firm of booksellers at 29 Twelfth Street.

WHEELING, W. VA.—Joseph Trape has established a new book and stationery business here, making a specialty of foreign books.

THE BROTHERHOOD OF COMMERCIAL TRAVELLERS.

THE BROTHERHOOD OF COMMERCIAL TRAVELLERS, which two years ago came of age, was born at Morelli's, 8 West Twenty-eighth Street, New York City, on Wednesday evening, December 16, 1885, at seven o'clock. The "borning" began rather a week or so earlier; but, as Kipling says, "that's another story." The trade before that had no social organization of any kind, though time and again the fact was regretted that there was no opportunity of getting together as a body for social intercourse and closer acquaintance. Finally during the holiday season of 1885 Charles S. Plummer, than whom no better friend or more social companion ever walked upon the earth, said the thing must be, and so it was.

At first the "B. C. T." was rather more of a stationary organization than a bookseller's, though the representatives of the booktrade always formed a respectable minority. The first president, naturally, was Charles S. Plummer; the vice-president was Charles E. Hopkins; the secretary, H. C. A. Gibbs, and the treasurer, Samuel Eckstein.

The second dinner, given on December 29, 1886, at Mazetti's, under the presidency of Charles E. Hopkins, was still largely dominated by the stationary interest, which after that yielded to the bookmen, who since that time have, with two exceptions, presided over its annual feasts and who now are the mainstay of the organization. All this has come about not so much because of any undue aggressiveness on the part of the bookmen, but rather because the stationery men, having lost the leadership of their dean, "Charley" Plummer, became "bad mixers," and, hankering after an organization exclusively of their own kind, that is, a stationary organization, gradually dropped out, leaving the "B. C. T." in the hands of their colleagues, the bookmen, who have stood loyally by its standard and year by year have maintained its ideal of meeting once a year, during the holiday times, in the lull between work done and work to be begun, to sit down in a neighborly spirit to renew old acquaintance, to greet new friends, to pay tribute to the memory of the comrades who have fallen by the road during the past year, to cheer the despondent and to make merry. In this spirit the Brotherhood of Commercial Travellers is growing younger and stronger as it adds to its years.

The "B. C. T." has given twenty-three dinners. A flashlight view of the twenty-third dinner, one of the best of the series, is given elsewhere. Following is a roster of its

PAST PRESIDENTS.

"Where is the heart that doth not keep,
Within its inmost core,
Some fond remembrance, hidden deep,
Of days that are no more."

—Howarth.

Chas. A. Plummer, 1885.*
E. C. Hopkins, 1886.*
J. H. Ammon, 1887.*
W. J. Kelly, 1888.
J. F. Hitchcock, 1889, 1890.
J. A. McQuillan, 1891.

* Have died since their term of service was ended.

Trabne Van Culin, 1892.
 J. H. Black, 1893.
 John Hovendon, 1894.
 Jonas Langfeld, 1895.
 H. S. Ridings, 1896.
 A. D. MacMullen, 1897.
 H. M. Caldwell, 1898.
 F. T. J. Nunan, 1899.
 A. E. Turner, 1900.*
 John E. Epping, 1901.*
 C. A. Caldwell, 1902.
 J. H. Bacon, 1903.
 Charles Walton, 1904.*
 John H. Black, 1905.
 Victor W. Cupples, 1906.
 Charles E. Miller, 1907.

OFFICERS FOR 1908:

A. P. Roche, (G. W. Dillingham Co.,) president.
 Charles E. Miller, (McLoughlin Brothers,) vice-president.
 Arthur I. Leon, (Cupples & Leon,) treasurer.
 John Hovendon, treasurer.

THE ODD VOLUMES CLUB.

THE ODD VOLUMES CLUB was organized ten years ago, at the Lotus Club, in New York City, by members of the B. C. T., with the object of cultivating the social relations of its members "on the road" as well as at home. It is the intention of the organizers to include in the membership of the club authors, journalists, artists and others interested in the making of books as well as those who sell books. While there will be an initiation fee there will be no dues, and the price of the dinners to which each "book" will be invited will be restricted to one dollar the plate. There will be no officers, a chairman being selected at each gathering. Three volumes will form a quorum, so that a meeting may be called in any section of the country wherever three may make it possible to come together.

"FEATURING" BOOKS.

A COMMERCIAL traveller who represents a publishing house that puts out few but, as a rule, good-selling books, reported recently an interesting contrast in bookselling. There are two bookstores within a block of each other in New York's fashionable residence district. To one of these our friend, the traveller, sold 100 copies of one of the cleverest books brought out by his firm in some time—a skit on a much-discussed novel. To the other he sold 25. The first dealer put two or three copies of the little pamphlet in his window and stacked up a generous pile on a counter in the front of the shop. The other dealer stacked up his twenty-five copies neatly on a shelf and sold an occasional copy to a customer who asked for it. The pile in the other shop melted away like a stack of buckwheat cakes before a hungry schoolboy. When the traveller went back for re-orders the first dealer was sold out and promptly ordered 150 copies more. The other hadn't sold out his first twenty-five. The lesson is—keep quick sellers to the front.

* Have died since their term of service was ended.

PERFORATED MUSIC ROLLS NOT AN INFRINGEMENT OF LAW.

CASE OF WHITE-SMITH MUSIC PUB. CO. vs. APOLLO CO. DECIDED.

THE Supreme Court of the United States, on February 24 decided the case of the White-Smith Music Publishing Company of Massachusetts vs. the Apollo Company, a New Jersey corporation, involving the question whether copyrighted music is protected against reproduction on perforated paper for use in pianolas and similar instruments, in favor of the Apollo Company. The case originated in the United States Circuit Court for the Southern District of New York. The view of the Circuit Court of Appeals was accepted by the Supreme Court, which, as announced by Justice Day, was that as the perforated sheets can only be made serviceable in connection with the machines in which they are used and cannot be read the reproduction of music in this manner is not a violation of the copyright law.

Justice Day's opinion in full is given below:

These cases may be considered together. They are appeals from the judgment of the Circuit Court of Appeals of the Second Circuit (147 Fed. 226), affirming the decree of the Circuit Court of the United States for the Southern District of New York, rendered August 4, 1905 (139 Fed. 427), dismissing the bills of the complainant (now appellant) for want of equity. Motions have been made to dismiss the appeals, and a petition for writ of certiorari has been filed by appellant. In view of the nature of the cases the writ of certiorari is granted, the record on the appeals to stand as a return to the writs. *Montana Mining Co. v. St. Louis Mining Co.*, 204 U. S. 204.

The actions were brought to restrain infringement of the copyrights of two certain musical compositions, published in the form of sheet music, entitled, respectively, "Little Cotton Dolly" and "Kentucky Babe." The appellee, defendant below, is engaged in the sale of piano players and player pianos, known as the "Apollo," and of perforated rolls of music used in connection therewith. The appellant, as assignee of Adam Geibel, the composer, alleged compliance with the copyright act, and that a copyright was duly obtained by it on or about March 17, 1897. The answer was general in its nature, and upon the testimony adduced a decree was rendered, as stated, in favor of the Apollo Company, defendant below, appellee here.

The action was brought under the provisions of the copyright act, section 4952 (3 U. S. Comp. Stat. Sup. 1907, p. 1021), giving to the author, inventor, designer or proprietor of any book, map, chart, dramatic or musical composition the sole liberty of printing, reprinting, publishing, completing, copying, executing, finishing and vending the same. The Circuit Courts of the United States are given jurisdiction under section 4970 (3 U. S. Comp. Stat. 3416) to grant injunctions according to

the course and principles of courts of equity in copyright cases. The appellee is the manufacturer of certain musical instruments adapted to be used with perforated rolls. The testimony discloses that certain of these rolls, used in connection with such instruments, and being connected with the mechanism to which they apply, reproduce in sound the melody recorded in the two pieces of music copyrighted by the appellant.

The manufacture of such instruments and the use of such musical rolls has developed rapidly in recent years in this country and abroad. The record discloses that in the year 1902 from seventy to seventy-five thousand of such instruments were in use in the United States, and that from one million to one million and a half of such perforated musical rolls, to be more fully described hereafter, were made in this country in that year.

It is evident that the question involved in the use of such rolls is one of very considerable importance, involving large property interests, and closely touching the rights of composers and music publishers. The case was argued with force and ability, orally and upon elaborate briefs.

Without entering into a detailed discussion of the mechanical construction of such instruments and rolls, it is enough to say that they are what has become familiar to the public in the form of mechanical attachments to pianos, such as the pianola, and the musical rolls consist of perforated sheets, which are passed over ducts connected with the operating parts of the mechanism in such manner that the same are kept sealed until, by means of perforations in the rolls, air pressure is admitted to the ducts which operate the pneumatic devices to sound the notes. This is done with the aid of an operator, upon whose skill and experience the success of the rendition largely depends. As the roll is drawn over the tracker board the notes are sounded as the perforations admit the atmospheric pressure, the perforations having been so arranged that the effect is to produce the melody or tune for which the roll has been cut.

Speaking in a general way, it may be said that these rolls are made in three ways. First. With the score or staff notation before him the arranger, with the aid of a rule or guide and a graduated schedule, marks the position and size of the perforations on a sheet of paper to correspond to the order of notes in the composition. The marked sheet is then passed into the hands of an operator who cuts the apertures, by hand, in the paper. This perforated sheet is inspected and corrected, and when corrected is called "the original." This original is used as a stencil and by passing ink rollers over it a pattern is prepared. The stencilled perforations are then cut, producing the master or templet. The master is placed in the perforating machine and reproductions thereof obtained, which are the perforated rolls in question. Expression marks are separately copied on the perforated music sheets by means of rubber stamps. Second. A perforated music roll made by another manufacturer may be used from which to make a new record.

Third. By playing upon a piano to which is attached an automatic recording device producing a perforated matrix from which a perforated music roll may be produced.

It is evident, therefore, that persons skilled in the art can take such pieces of sheet music in staff notation, and by means of the proper instruments make drawings indicating the perforations, which are afterwards outlined and cut upon the rolls in such wise as to reproduce, with the aid of the other mechanism, the music which is recorded in the copyrighted sheets.

The learned counsel for the parties to this action advance opposing theories as to the nature and extent of the copyright given by statutory laws enacted by Congress for the protection of copyright, and a determination of which is the true one will go far to decide the rights of the parties in this case. On behalf of the appellant it is insisted that it is the intention of the copyright act to protect the intellectual conception which has resulted in the compilation of notes which, when properly played, produces the melody which is the real invention of the composer. It is insisted that this is the thing which Congress intended to protect, and that the protection covers all means of expression of the order of notes which produce the air or melody which the composer has invented.

Music, it is argued, is intended for the ear as writing is for the eye, and that it is the intention of the copyright act to prevent the multiplication of every means of reproducing the music of the composer to the ear.

On the other hand, it is contended that while it is true that copyright statutes are intended to reward mental creations or conceptions, that the extent of this protection is a matter of statutory law, and that it has been extended only to the tangible results of mental conception, and that only the tangible thing is dealt with by the law, and its multiplication or reproduction is all that is protected by the statute.

Before considering the construction of the statute as an independent question the appellee invokes the doctrine of *stare decisis* in its favor, and it is its contention that in all the cases in which this question has been up for judicial consideration it has been held that such mechanical producers of musical tones as are involved in this case have not been considered to be within the protection of the copyright act; and that, if within the power of Congress to extend protection to such subjects, the uniform holdings have been that it is not intended to include them in the statutory protection given. While it may be that the decisions have not been of that binding character that would enable the appellee to claim the protection of the doctrine of *stare decisis* to the extent of precluding further consideration of the question, it must be admitted that the decisions so far as brought to our attention in the full discussion had at the bar and upon the briefs have been uniformly to the effect that these perforated rolls operated in connection with mechanical devices for the production of music are not within the copyright act. It was so held in *Kennedy v. Mc-*

Tammany, 33 Fed. 584. The decision was written by Judge Colt in the First Circuit; the case was subsequently brought to this court, where it was dismissed for failure to print the record. 145 U. S. 643. In that case the learned judge said:

"I cannot convince myself that these perforated sheets of paper are copies of sheet music within the meaning of the copyright law. They are not made to be addressed to the eye as sheet music, but they form a part of a machine. They are not designed to be used for such purposes as sheet music, nor do they in any sense occupy the same field as sheet music. They are a mechanical invention made for the sole purpose of performing tunes mechanically upon a musical instrument."

Again the matter was given careful consideration in the Court of Appeals of the District of Columbia in an opinion by Justice Shepard, (*Stearn v. Rosey*, 17 App. D. C. 562,) in which that learned justice, speaking for the court, said:

"We cannot regard the reproduction, through the agency of a phonograph, of the sounds of musical instruments playing the music composed and published by the complainants, as the copy or publication of the same within the meaning of the act. The ordinary signification of the words 'copying,' 'publishing,' etc., cannot be stretched to include it."

"It is not pretended that the marking upon waxed cylinders can be made out by the eye or that they can be utilized in any other way than as parts of the mechanism of the phonograph."

"Conveying no meaning, then, to the eye of even an expert musician and wholly incapable of use save in and as a part of a machine specially adapted to make them give up the records which they contain, these prepared waxed cylinders can neither substitute the copyrighted sheets of music nor serve any purpose which is within their scope. In these respects there would seem to be no substantial difference between them and the metal cylinder of the old and familiar music box, and this, though in use at and before the passage of the copyright act, has not been regarded as infringing upon the copyrights of authors and publishers."

The question came before the English courts in *Boosey v. Whight*, (1899, 1 Ch. 836; 80 L. T. R. 561,) and it was there held that these perforated rolls did not infringe the English copyright act protecting sheets of music. Upon appeal Lindley, Master of the Rolls, used this pertinent language (1900, 1 Ch. 122; 81 L. T. R. 265):

"The plaintiffs are entitled to copyright in three sheets of music. What does this mean? It means that they have the exclusive right of printing or otherwise multiplying copies of those sheets of music, i.e., of the bars, notes, and other printed words and signs on these sheets. But the plaintiffs have no exclusive right to the production of the sounds indicated by or on those sheets of music; nor to the performance in private of the music indicated by such sheets; nor to any mechanism for the production of such sounds or music."

"The plaintiffs' rights are not infringed except by an unauthorized copy of their sheets of music. We need not trouble ourselves about authority; no question turning on the meaning of that expression has to be considered in this case. The only question we have to consider is whether the defendants have copied the plaintiff's sheets of music."

"The defendants have taken those sheets of music and have prepared from them sheets of paper with perforations in them, and these perforated sheets, when put into and used with properly constructed machines or instruments, will produce or enable the machines or instruments to produce the music indicated on the plaintiff's sheets. In this sense the defendant's perforated rolls have been copies from the plaintiff's sheets."

"But is this the kind of copying which is prohibited by the copyright act; or rather is the perforated sheet made as above mentioned a copy of the sheet of music from which it is made? Is it a copy at all? Is it a copy within the meaning of

the copyright act? A sheet of music is treated in the copyright act as if it were a book or sheet of letter press. Any mode of copying such a thing, whether by printing, writing, photography, or by some other method not yet invented, would no doubt be copying. So, perhaps, might a perforated sheet of paper to be sung or played from in the same way as sheets of music are sung or played from. But to play an instrument from a sheet of music which appears to the eye is one thing; to play an instrument with a perforated sheet which itself forms part of the mechanism which produces the music is quite another thing."

Since these cases were decided Congress has repeatedly had occasion to amend the copyright law. The English cases, the decision of the District Court of Appeals, and Judge Colt's decision must have been well known to the members of Congress; and although the manufacture of mechanical musical instruments had not grown to the proportions which they have since attained they were well known, and the omission of Congress to specifically legislate concerning them might well be taken to be an acquiescence in the judicial construction given to the copyright laws.

This country was not a party to the Berne convention of 1886, concerning international copyright, in which it was specifically provided:

"It is understood that the manufacture and sale of instruments serving to reproduce mechanically the airs of music borrowed from the private domain are not considered as constituting musical infringement."

But the proceedings of this convention were doubtless well known to Congress. After the Berne convention the act of March 3, 1891, was passed. Section 13 of that act provides (3 U. S. Comp. Stat. 3417):

"SEC. 13. That this act shall only apply to a citizen or subject of a foreign state or nation when such foreign state or nation permits to citizens of the United States of America the benefits of copyright on substantially the same basis as to its own citizens; and when such foreign state or nation is a party to an international agreement which provides for reciprocity in the granting of copyright, by the terms of which agreement the United States of America may, at its pleasure, become a party to such agreement. The existence of either of the conditions aforesaid shall be determined by the President of the United States by proclamation made from time to time as the purposes of this act may require."

By proclamation of the President July 1, 1891, the benefit of the act was given to the citizens of Belgium, France, British possessions and Sweden, which countries permitted the citizens of the United States to have the benefit of copyright on the same basis as the citizens of those countries. On April 30, 1892, the German Empire was included. On October 31, 1892, a similar proclamation was made as to Italy. These countries were all parties to the Berne convention.

It could not have been the intention of Congress to give to foreign citizens and composers advantages in our country which according to that convention were to be denied to our citizens abroad.

In the last analysis this case turns upon the construction of a statute, for it is perfectly well settled that the protection given to copyrights in this country is wholly statutory. *Wheaton v. Peters*, 8 Pet. 591; *Banks v. Manchester*, 128 U. S. 244, 253; *Thompson*

v. *Hubbard*, 131 U. S. 123, 151; *American Tobacco Company v. Werckmeister*, 207 U. S. 284.

Musical compositions have been the subject of copyright protection since the statute of February 3, 1831, (4 Stat. 436,) and laws have been passed including them since that time. When we turn to the consideration of the act it seems evident that Congress has dealt with the tangible thing, a copy of which is required to be filed with the Librarian of Congress, and wherever the words are used (copy or copies) they seem to refer to the term in its ordinary sense of indicating reproduction or duplication of the original. Section 4956 (3 U. S. Comp. Stat. 3407) provides that two copies of a book, map, chart or musical composition, etc., shall be delivered at the office of the Librarian of Congress. Notice of copyright must be inserted in the several copies of every edition published, if a book, or if a musical composition, etc., upon some visible portion thereof. Section 4962, Copyright Act, 3 U. S. Comp. Stat. 3411. Section 4965 (3 U. S. Comp. Stat. 3414) provides in part that the infringer "shall forfeit every sheet thereof, and one dollar for every sheet of the same found in his possession," etc., evidently referring to musical compositions in sheets. Throughout the act it is apparent that Congress has dealt with the concrete and not with an abstract right of property in ideas or mental conceptions.

We cannot perceive that the amendment of section 4966 by the act of January 6, 1897, (3 U. S. Comp. Stat. 3415,) providing a penalty for any person publicly performing or representing any dramatic or musical composition for which a copyright has been obtained, can have the effect of enlarging the meaning of the previous sections of the act which were not changed by the amendment. The purpose of the amendment evidently was to put musical compositions on the footing of dramatic compositions so as to prohibit their public performance. There is no complaint in this case of the public performance of copyrighted music; nor is the question involved whether the manufacture of such perforated music rolls when sold for use in public performance might be held as contributing infringers. This amendment was evidently passed for the specific purpose referred to, and is entitled to little consideration in construing the meaning of the terms of the act theretofore in force.

What is meant by a copy? We have already referred to the common understanding of it as a reproduction or duplication of a thing. A definition was given by Bailey, J., in *West v. Francis*, 5 B. & A. 743, quoted with approval in *Boosey v. Whight*, *supra*. He said: "A copy is that which comes so near to the original as to give to every person seeing it the idea created by the original."

Various definitions have been given by the experts called in the case. The one which most commends itself to our judgment is perhaps as clear as can be made, and defines a copy of a musical composition to be "a written or printed record of it in intelligible notation." It may be true that in a broad

sense a mechanical instrument, which reproduces a tune copies it; but this is a strained and artificial meaning. When the combination of musical sounds is reproduced to the ear it is the original tune as conceived by the author which is heard. These musical tones are not a copy which appeals to the eye. In no sense can musical sounds which reach us through the sense of hearing be said to be copies as that term is generally understood, and as we believe it was intended to be understood in the statutes under consideration. A musical composition is an intellectual creation which first exists in the mind of the composer; he may play it for the first time upon an instrument. It is not susceptible of being copied until it has been put in a form which others can see and read. The statute has not provided for the protection of the intellectual conception apart from the thing produced, however meritorious such conception may be, but has provided for the making and filing of a tangible thing, against the publication and duplication of which it is the purpose of the statute to protect the composer.

Also it may be noted in this connection that if the broad construction of publishing and copying contended for by the appellants is to be given to this statute it would seem equally applicable to the cylinder of a music box, with its mechanical arrangement for the reproduction of melodious sounds, or the record of the graphophone, or to the pipe organ operated by devices similar to those in use in the pianola. All these instruments were well known when these various copyright acts were passed. Can it be that it was the intention of Congress to permit them to be held as infringements and suppressed by injunctions?

After all, what is the perforated roll? The fact is clearly established in the testimony in this case that even those skilled in the making of these rolls are unable to read them as musical compositions, as those in staff notation are by the performer. It is true that there is some testimony to the effect that great skill and patience might enable the operator to read this record as he could a piece of music written in staff notation. But the weight of the testimony is emphatically the other way, and they are not intended to be read as an ordinary piece of sheet music, which to those skilled in the art conveys, by reading, in playing or singing, definite impressions of the melody.

These perforated rolls are parts of a machine which, when duly applied and properly operated in connection with the mechanism to which they are adapted, produce musical tones in harmonious combination. But we cannot think that they are copies within the meaning of the copyright act.

It may be true that the use of these perforated rolls, in the absence of statutory protection, enables the manufacturers thereof to enjoy the use of musical compositions for which they pay no value. But such considerations properly address themselves to the legislative and not to the judicial branch of the Government. As the act of Congress now stands we believe it does not include these

records as copies or publications of the copyrighted music involved in these cases.

The decrees of the Circuit Court of Appeals are affirmed.

Mr. Justice Holmes concurring specially:

In view of the facts and opinions in this country and abroad to which my brother Day has called attention, I do not feel justified in dissenting from the judgment of the Court, but the result is to give to copyright less scope than its rational significance and the ground on which it is granted seem to me to demand. Therefore I desire to add a few words to what he has said.

The notion of property starts, I suppose, from confirmed possession of a tangible object and consists in the right to exclude others from interference with the more or less free doing with it as one wills. But in copyright property has reached a more abstract expression. The right to exclude is not directed to an object in possession or owned, but is *in vacuo*, so to speak. It restrains the spontaneity of men where but for it there would be nothing of any kind to hinder their doing as they saw fit. It is a prohibition of conduct remote from the persons or tangibles of the party having the right. It may be infringed a thousand miles from the owner and without his ever becoming aware of the wrong. It is a right which could not be recognized or endured for more than a limited time, and therefore, I may remark in passing, it is one which hardly can be conceived except as a product of statute, as the authorities now agree.

The ground of this extraordinary right is that the person to whom it is given has invented some new collocation of visible or audible points—of lines, colors, sounds, or words. The restraint is directed against reproducing this collocation, although but for the invention and the statute any one would be free to combine the contents of the dictionary, the elements of the spectrum, or the notes of the gamut in any way that he had the wit to devise. The restriction is confined to the specific form, to the collocation devised, of course, but one would expect that, if it was to be protected at all, that collocation would be protected according to what was its essence. One would expect the protection to be coextensive not only with the invention, which, though free to all, only one had the ability to achieve, but with the possibility of reproducing the result which gives to the invention its meaning and worth. A musical composition is a rational collocation of sounds apart from concepts, reduced to a tangible expression from which the collocation can be reproduced either with or without continuous human intervention. On principle anything that mechanically reproduces that collocation of sounds ought to be held a copy, or if the statute is too narrow ought to be made so by a further act, except so far as some extraneous consideration of policy may oppose. What license may be implied from a sale of the copyrighted article is a different and harder question, but I leave it untouched, as license is not relied upon as a ground for the judgment of the Court.

OBITUARY NOTES.

ARTHUR B. PIERSON, one of the oldest booksellers in San Francisco, Cal., and well known to the trade throughout the county, died on February 16, after a brief illness. Pierson learned his calling with C. Beach, the pioneer bookseller, and during his life was connected with Billings, Harbourn & Co. and Strickland & Pierson, and later conducted a business under his own name. He was burned out in the disaster, and was acting as manager for A. M. Robertson when he died. He was born in San Francisco in 1857.

DAVID H. BROWN, of the firm of Thompson, Brown & Co., of Boston, Mass., died on February 21 at his home in Medford, Mass., aged seventy. Mr. Brown was graduated from Dartmouth in 1861 and entered the book-selling firm of Reynolds & Co. He subsequently bought an interest in the firm, which was changed to Brown & Taggart. Later the firm name was changed to Taggart & Thompson, Thompson, Bigelow & Brown, and in 1872 to Thompson, Brown & Co. The firm, established in 1844, originally published miscellaneous books, but for some years has made a specialty of school books.

GEORGE HELM YEAMAN, a well-known New York lawyer and writer on legal subjects, died on February 23 at his home in Jersey City, N. J. Mr. Yeaman was born in Hardin County, Ky., November 1, 1829. He was the author of "The Study of Government" and of articles and pamphlets on various subjects, among them "Allegiance and Naturalization," "Privateering," "The Alabama Question," "Labor and Money," an attack on "fiat money;" "A Currency Primer," "The Silver Standard," and an article in the "American Supplement to the Encyclopædia Britannica" on "The Legal Aspects of Insanity."

EDWARD GAYLORD BOURNE, Professor of History at Yale University, died on February 24 at New Haven, Conn. Professor Bourne was born June 24, 1860, at Strykersville, Wyoming County, N. Y., and was graduated from Yale in 1883. Professor Bourne was a frequent contributor to *The Yale Review* and *The Political Science Quarterly* and had sent anonymous contributions to *The Nation*. He was the author of "The History of the Surplus Revenue of 1837—An Account of Its Origin, Its Distribution Among the States and the Uses to Which It was Applied;" "The Demarcation Line of Alexander VI.," "Prince Henry, the Navigator," "Leopold von Ranke," "James Anthony Froude," "The Authorship of the Federalist," "The United States and Mexico, 1847-'48," and "The Legend of Marcus Whitman."

CHARLES F. CHICHESTER—IN MEMORIAM.

A SPECIAL meeting of the American Publishers' Association was held on February 21 to take action on the death of Charles F. Chichester. The meeting was very fully attended and the tributes to Mr. Chichester were many and sympathetic. The following were among the speakers: Charles Scribner, Stephen Farrelly, Frank H. Dodd and Albert F. Houghton.

The following resolutions were presented and adopted:

Resolved, That in the death of Mr. Charles F. Chichester the friends of good literature and the advocates of high standards in the publishing and allied trades have suffered a great loss.

A man of innate good taste, he was always a lover of everything that enters into the making of good books. The greater part of his life was spent in their manufacture and distribution, and his influence extended far beyond the boundaries of his personal acquaintance.

A just man, scrupulously fair in all his dealings, throughout life the friend and advocate of every movement that tended to uplift his calling, he had won for himself the respect and esteem of all men whose aim is the advancement of the publishing trade.

Resolved, That these Resolutions be entered in the records of this Association and be sent to the press, and that they be engrossed and sent to his family and his business associates.

FRANK H. DODD, *President*.
J. H. SEARS, *Secretary*.

NOTES ON AUTHORS.

It is an open secret, we believe, that "The Southerner," a novel that recently caused a sensation in *The Atlantic*, is by Walter Page, of the firm of Doubleday, Page & Co.

SWINBURNE's long-expected poem, "Duke of Gandia," is expected to be published on April 2. Mr. Swinburne is said to be in excellent health, and recently has been engaged in revising the proof sheets of his magnum opus in prose, "The Age of Shakespeare."

FREDERIK VAN EEDEN, the sociologist, poet and founder of the communistic colony of Walden in Holland, will deliver an address on March 8, before the Civic Forum in New York City, on the subject "Is Communism a Dream?" In 1903 Van Eeden founded a co-operative factory at Walden, which now has a membership of more than 80,000. It is understood that while in America he will look about for some suitable place to establish a Communist settlement, with the intention of settling in this country.

JOURNALISTIC NOTES.

The National Stationer, published by the Adservice Publishing Co., Tribune Building, New York City, has succeeded to and includes *The Post Card and Novelty Trade* and *The Post Card and National Stationer*.

PROFESSOR GEORGE EDWARD WOODBERRY, whose latest book, "Great Writers," has recently appeared, sailed to Europe about a month ago with the intention of returning to Africa and the Sahara. It is two years since he made his first visit to that part of the world, the fascination of which was so great for him that he has ever since harbored the wish to renew the experience and to penetrate still further into the desert.

BERTRAND L. CHAPMAN, formerly circulation manager of *Everybody's Magazine*, has purchased a controlling interest in the *New England Magazine* of Boston. After leaving *Everybody's*, Mr. Chapman went to Paris to assist John Adams Thayer, who was then engaged in planning a new publication. The *New England Magazine* has a new editor in the person of R. D. Snodgrass, for some time connected with *Collier's Weekly*.

BUSINESS NOTES.

CLEVELAND, O.—The Arthur Westbrook Company has been incorporated to take over the business of the Buckeye Publishing Company. Mr. Westbrook for years represented the J. S. Ogilvie Publishing Co. on the road.

NEW YORK CITY.—Following the bankruptcy proceedings of the A. C. Gunter Publishing Company several weeks ago, Esther C. Gunter, widow of Archibald Clavering Gunter, filed papers in bankruptcy on February 25. Mrs. Gunter put her liabilities at \$24,171 and her assets at a nominal value. The assets are said to consist of some real estate in Solamo County, Cal., and five shares of the A. C. Gunter Publishing Company.

RALEIGH, N. C.—E. F. Pescud has opened a book and stationery store here, and would be pleased to receive catalogues and price lists from publishers and stationers.

BIBLIOGRAPHIC NOTES.

THE BROOKLYN PUBLIC LIBRARY, at the Pacific Branch, Pacific Street and Fourth Avenue, has published a "List of Books for the Blind." The books in this branch consist of 120 titles in Moon Type; 290 in the New York Point System, as used in the New York school; 125 pieces of music; 150 titles of books in Boston Line Print, raised letter type; 47 in Braille, (A "Point" System;) 5 in English Braille, (A "Point" System,) and 13 maps, usually with explanatory text in New York "Point." Altogether the library counts a total of 1140 books and 125 volumes of sheet music. Recognizing the fact that facilities for learning to read are beyond the reach of many individuals, the library provides a teacher, who gives a regular course of instruction in the home, free of charge to the pupil. Pupils have been taught successfully up to the age of seventy-six. Three times a week, Wednesday and Saturday afternoons and Friday evenings, oral readings are held for the benefit of those able to attend.

CATALOGUES OF NEW AND SECOND-HAND BOOKS.

George Engelke, 280 N. Clark St., Chicago, Americana, first editions, finance, railways, etc. (No. 8, 1122 titles.)

Adolf Geering, Basle, Switzerland, Bibliography, folklore, etc. (No. 321, 1050 titles.)

Otto Harrasowitz, 14 Queerstr., Leipzig, Art, music, drama. (No. 310, 1962 titles.)

W. Heffer & Sons, Cambridge, Eng., Mathematical and physical books. (No. 35, 2825 titles.)

Henry Sotheran & Co., London, Eng., Books on Africa and Egypt, bibliography, naval and military subjects. (No. 679, 1010 titles.)

Herbert H. Thayer, Newtonville, Mass., Theological, etc. (No. 35, 420 titles.)

Toronto Antiquarian Book Co., Toronto, Canada, Standard books for the library, etc. (No. 23, 485 titles.)

The Union Library Association, 44 E. Twenty-third St., New York City, Special sale list of miscellaneous books. (No. 55, 52 p. 4°.)

LITERARY AND TRADE NOTES.

DANA ESTES & Co. announce a volume entitled "A Woman's Cause," by the late Carol Norton.

MITCHELL KENNERLEY will publish some time in April a new novel by Victoria Cross, entitled "Five Nights."

THE first volume of Anatole France's new life of Jeanne d'Arc has just been brought out in Paris. Its appearance is heralded as something of a literary event.

W. J. WATT & Co. have just ready a new detective story by Fred M. White, entitled "The Mystery of the Four Fingers." The volume has several attractive illustrations.

THE AMERICAN BAPTIST PUBLICATION SOCIETY will shortly issue "The Book of Genesis," a commentary by Professor Calvin Goodspeed, D.D., the fifth volume in the *American Commentary Series*.

R. F. FENNO & Co. have just ready "The Discovery of the Soul," a novel by Floyd Wilson, author of "Paths to Power." They will publish shortly "The American Duchess," a new novel by Headon Hill, (F. E. Grainger.)

D. APPLETON & Co. have just brought out a new novel by Robert Barr, entitled "The Measure of the Rule," the hero of which works his way up from being a teacher in a backwoods town to achieving fame as an artist in Paris.

ACCORDING to the *Tijdschrift voor Boek en bibliotheekwezen* an almanac trust—the first of the kind of which there is any record—was formed by Christopher Plantin in Antwerp in 1558. The contract was made between the contributors, publishers and printers, who agreed not to supply, publish or print any other similar work.

FLEMING H. REVELL COMPANY have just brought out a volume of essays entitled "Giving a Man Another Chance," by the Rev. Dr. Wilton Merle Smith, of the Central Presbyterian Church of New York City; also, "Supreme Things," a volume of college essays by Dr. J. G. K. McClure, president of McCormick Theological Seminary.

WHILE the country is watching the *New York Times* motor race across the continent, Julian Street presents the glamour of the motor in a different light under the suggestive title "My Enemy the Motor, a Tale in Eight Honks and One Crash." John Lane Company are publishing this entertaining story, with illustrations by Horace Bailey.

THE publishers and Clive Holland, the author of "Things Seen in Egypt" express their sincere regret to Talbot Kelly that unintentionally undue use was made in the above book of copyright matter appearing in Mr. Kelly's "Egypt." They would further state that on request they immediately withdrew the present edition of their book from circulation, and will destroy all the text bound and unbound.

"POPULAR FALLACIES," by A. S. E. Ackermann, just brought out by the J. B. Lippincott Company, is a book which has taken

thirteen years to prepare, and of which the object is to prove the absurdity of all those little rules and facts which everybody takes for granted. It is a disturbing little book, but quite interesting and quite called for.

THOMAS Y. CROWELL & Co. will publish shortly a book of importance to students of criminology, "The Young Malefactor," a study of juvenile punishment by Thomas Travis, Ph.D. Judge Ben. B. Lindsey, perhaps the best-known authority on children's courts in America, contributes an introduction, paying generous tribute to the investigator's work.

SMITH & ELDER, London, will publish shortly Professor A. J. Church's autobiography under the title of "Memories of Men and Books." For more than forty years associated with *The Spectator* and R. H. Hut-ton, Professor Church was curate to F. D. Maurice for seven years, and is known as a translator of Tacitus and the writer of "Stories from Homer"—indeed, he has written no fewer than seventy books.

HENRY HOLT & COMPANY have just concluded arrangements by which they will become the American publishers of "The Comments of Bagshot," a rather remarkable book, by J. A. Spender, editor of the *Westminster Gazette*, in which an amiable recluse in the English Civil Service comments genially and strikingly on pretty nearly everything from riches and socialism to death and immortality, though he is said to have successfully avoided flashy cynicism.

THE MCCLURE COMPANY will publish at once "Tangled Wedlock," by Edgar Jepson, a novel which deals largely with certain phases of literary and artistic Bohemia, out of which the heroine Iseult emerges in quite idyllic fashion; "Folks Back Home," by Eugene Wood, homely sketches of backwoods life; also, "The House of the Lost Court," by the Marchesa d'Alpeus, and new editions of Austin Dobson's "Hogarth" and T. D. Murray's "Jeanne d'Arc," already referred to by us.

THE MILLION CLUB, an organization of the circulation managers of the leading magazines, held a St. Valentine's party on the evening of February 13, at the Fifth Avenue Hotel in New York City. There were present upwards of one hundred members and their guests. Mr. Goddard of *Scribner's*, the president of the club, acted as chairman. Among the speakers were E. O. Chapman of the *Bookseller, Newsdealer and Stationer*, W. E. Price of the *Publisher and Newsdealer*, Frank N. Doubleday, Mr. Higgins of *Success*, Von Utassy of the *Cosmopolitan*. The club meets each week on Thursdays for luncheon and shop talks.

MOFFAT, YARD & COMPANY will publish in March a volume of essays by Nathan Haskell Dole to be entitled "A Teacher of Dante, and Other Studies in Italian Literature." Brunetto Latini is the teacher Mr. Dole studies in the titular essay, showing how he greatly influenced the compositions of the "Inferno." The other essays are: Alfieri and Tragedy, Dante and the Picturesque, Lyric Poetry and Petrarca, Boccaccio and the Novella, and

Goldoni and the Italian Comedy. They will publish at the same time a volume of tales by Emily Post, entitled "Woven in the Tapestries." It is characterized by delicacy of style and charm of a high order.

AN arrangement has just been made by the Baker & Taylor Company and the H. W. Gray Company, (Novello & Co.) by which the "Appreciation of Music," heretofore published by the latter, will appear in the Baker & Taylor *Appreciation Series*. The authors of the "Appreciation of Music" are Thomas W. Surrette and Daniel Gregory Mason. This will be the sixth title in the series. A new edition is also being prepared of "God and Music," by John Harrington Edwards, D.D., who is just celebrating his fiftieth year as an alumnus of Beloit College; also, a third edition of "Landscape Painting and Modern Dutch Artists," by E. B. Greenshields.

DUFFIELD & COMPANY have just ready "A Modern Prometheus," a novel by Martha Gilbert Dickinson Bianchi, the Prometheus of this story being a young Italian priest bound to the rock of church doctrines and conventions; "The Sermon on the Mount," a further title in the *Rubric Series*; and "To the End of the Trail," a posthumous volume of poems by Richard Hovey. On March 5 will appear "The Marquis and Pamela," by Edward H. Cooper, which will deal with the racing and other adventures of a well-known English marquis; and on March 14 "The Bond," the new novel by Neith Boyce, (Mrs. Hutchins Hapgood,) postponed from last fall.

THE GRAMERCY PUBLISHING COMPANY, of 25 Fourth Avenue, New York, according to *The Publisher and Retailer*, "did quite a business last summer in Lynn, Mass., and elsewhere, selling books on the instalment plan. With each sale there was thrown in a lot of land somewhere up State. Some who purchased the books 'Our Country'—whatever that is, have tried to slip off the noose and have been sued by the Gramercy concern. 'Our Country' is supposed to be covered in eight volumes and, including the lot, the price is or was \$39, payable \$3 now and \$3 every week t. f., the title to the 'lot' not passing until the books have been fully paid for."

BOBBS-MERRILL CO. will bring out on March 15 "The City of Delight," by Elizabeth Miller, author of "Saul of Tarsus," etc., a love story with the fall of Jerusalem for its staging and historical basis; also, "The Stuff of a Man," by Katherine Evans Blake, author of "Hearts Haven," a drama of the corn lands of Southern Indiana in the "Pocket" region bounded by the Ohio, a story which has the charm of leisurely atmosphere as seen in a small town and its environs, and of love old-fashioned in its quality, all told in a pleasant vein of gossip humor. They will publish early in April "The Coast of Chance," by Esther and Lucia Chamberlain, the authors of "Mrs. Essington" a dainty, modern story, abounding in touches of "smart" life.

PAUL ELDER & Co. announce a volume entitled "The Mother of California," by Arthur Walbridge North, a historical sketch of Baja California from the days of Cortez to the

present time, depicting the ancient missions, the mines and the physical, social and political aspects of the country. The work will be illustrated by thirty-two photographs of scenes and persons and will furthermore contain the most accurate and only complete map of the country ever made. They also announce for early publication a volume by Cora Brown Potter on the subjects of health and beauty, under the title of "The Secrets of Beauty and Mysteries of Health," which promises to be of considerable and permanent worth because of its practical and common-sense viewpoint; also, "The Love Sonnets of a Car Conductor," by Wallace Irwin, with a harmless and instructive introduction by Wolfgang Copernicus Addleburger, Professor of Literary Bi-Products, University of Monte Carlo.

AUCTION SALES.

MARCH 3, 3 P.M.—Americana. (347 lots.)—*Merwin-Clayton*.

MARCH 4, 5, 3 P.M.—Books from the library of the late George C. Sawyer, of Nashua, N. H., comprising Americana, rare bibliography, books from the libraries of Daniel Webster, Josiah Quincy, etc. (638 lots.)—*Anderson*.

MARCH 4-6, 10 A.M. and 2 P.M.—Library of the late Joseph Barker Stearns, of Camden, Me., inventor of the duplex system of telegraphy, including fine sets in beautiful bindings, best English editions, works on ornithology, electric telegraph and magnetism, etc. (2130 lots.)—*Libbie*.

MARCH 5, 8 P.M.—Etchings and engravings, many in colors, with examples of Turner, Bartolozzi, S. Cousins, Debucourt, Dendy Sadler, mezzotints after Reynolds, Lady Hamilton by S. Arlent Edwards, Mrs. Jordan as the Country Girl, portraits and a few drawings. (260 lots.)—*Anderson*.

MARCH 6, 2:30 and 8 P.M.—American first editions and "association" books, many of the greatest rarity, including the collection of Chas. E. Pyser, of Paterson, N. J., with a presentation copy of "The Bells," Aldrich's first book; Bryant's "Embargo," 1809, etc. (581 lots.)—*Anderson*.

MARCH 9, 10, 2:30 P.M.—Architecture, fine arts, sets of standard authors, first editions, etc. (555 lots.)—*Anderson*.

MARCH 12, 3 P.M.—Miscellaneous and scarce books, including first editions of American and English authors, early almanacs, folklore, etc. (337 lots.)—*Merwin-Clayton*.

PICK-UPS.

A COMPENSATION.—"One of the compensations of literature is that all the 'best sellers' are not written by the best writers."—*Puck*.

THE SEQUEL.—Uptown in New York City stands the bookshop where it is said a call was made for a volume of Anthony Hope's, soon after publication. The inquirer was not certain of the title, but thought it to be the "Indiscretions of an Angel," I think. "No, we haven't that at present, but we have the sequel, 'The Heavenly Twins,'" replied the clerk.—J. R. A.

TERMS OF ADVERTISING.

Under the heading "Books Wanted" book-trade subscribers are given the privilege of a free advertisement for books out of print of five nonpareil lines, exclusive of address, in any issue except special numbers, to an extent not exceeding 100 lines a year. If more than five lines are sent, the excess is at 10 cents a line, and amount should be inclosed. Bids for current books and such as may be easily had from the publishers, and repeated matter, as well as all advertisements from non-subscribers, must be paid for at the rate of 10 cents a line.

Under the heading "Books for Sale," the charge to subscribers and non-subscribers is 10 cents a nonpareil line for each insertion. No reduction for repeated matter.

All other small undisplayed advertisements will be charged at the uniform rate of 10 cents a nonpareil line. Eight words may be reckoned to the line.

Parties with whom we have no account must pay in advance, otherwise no notice will be taken of their communications.

BOOKS WANTED.

In answering, please state edition, condition, and price, including postage or express charges.

Houses that are willing to deal exclusively on a cash-on-delivery basis will find it to their advantage to put after their firm-name the word [Cash.]

Write your wants plainly, and on one side of the sheet only. Illegibly-written "wants" will be considered as not having been received. The "Publishers' Weekly" does not hold itself responsible for errors.

It should be understood that the appearance of advertisements in this column, or elsewhere in the "Publishers' Weekly," does not furnish a guarantee of credit. While it is endeavored to safeguard these columns by withdrawing the privilege of their use from advertisers who are not "good pay" book-sellers should take the usual precautions, as to advertisers not known to them, that they would take in making sales to any unknown parties.

W. Abbott, 141 E. 25th St., N. Y.

Verendey's Journal.
Lanman's Adventures, 2 vols. 1856.
Old Montana newspapers.
Journal of the Soc'y Naval Engineers, vol. 1.
Any writings of Thomas Pownall.

Adair Book Store, 43 E. Van Buren St., Chicago, Ill.

Geodrich, British Eloquence.
W. L. Hall, anything by.
Scripps, J. L., Life of A. Lincoln, T. Tracts Note.
Herdon and Weik, Life of A. Lincoln, 3 vols. 1889.

Arthur M. Allen, 454 Fulton St., Troy, N. Y.

Gladden, Parish Problems.
Vignola, Five Orders of Architecture.
P. A. Nicholson, Encyclopedia Architecture.
Bourne, Treatise on Screw Propellers.
Recognition, Gray. Whittaker.

F. G. Allen, 78 Genesee St., Auburn, N. Y.

Encyclopedia of Locomotive Engineering. State date and condition.
Set of Stoddard's Lectures, 12 or 14 vols., cl.

Amer. Bap. Pub. Soc., 37 S. Pryor St., Atlanta, Ga.

Briggs' Messianic Prophecy.
Wisdom of Confucius, in the Wayside Series. Pub. by Russell.
Spiritual Outlook, by Selleck.
English Translation of the French Writer M. Lecoq.
Saunterings in Florence.

Am. Bap. Pub. Soc., 177 Wabash Ave., Chicago, Ill.

Bersier, Sermons Choisis.
Set of Pulpit Commentary, complete.
Derrington Deed Box, American ed.

American Press Co., Baltimore, Md.

American books and magazines describing our manners and customs, personal narratives and travels in the '40s.
Portrait of George Bancroft about 1847.

Americus Book Co., Americus, Ga.

Mexico vs. Texas, by Quexion. 1838.
Bran's Iconoclast, or other Texas items.

Ammon & Mackel, Successors to Leggat Bros., 81 Chambers St., N. Y.

Any old race horse guides.

Abe C. Anderson, Henry, Bannock Co., Idaho.

Oregon, Journal of an Exploring Tour Beyond the Rocky Mountains, by Samuel Parker. New York 1844.

Mexico and the Rocky Mountains, Adventures in, by Geo. Ruxton, in 1848 and in 1855.

Utah, Sinners and Saints, by Phil. Robinson. 1883.

Anglo-American Authors Association, Inc., Brunswick Bldg., 225 5th Ave., N. Y.

Chapman & Hall's Dickens, big paper ed.
Smith, Elder Thackeray, big paper ed.

Extra illustrated sets of any author, 10 or more vols.

Illustrated vols. or illustrations for La Fontaine.

English and French.

Letters and loose illustrations for Dickens, Thackeray and Shakespeare.

Only de luxe goods considered. Give price and description.

Antique Book Store, Toledo, O.

When I Was a Boy, by Lee.

Stewart's Horse Book.

The Antlers Book Shop, 322 Royal St., New Orleans, La.

Wilde, Poems. Little, B.

Hearn, Cleopatra's Nights, trans.

Jos. Baer & Co., 6 Hochstr., Frankfurt a-M., Germany.

Tuckerman, Synopsis of North American Lichen 2 pts. 1882-'88.

Fay, Concordance to Dante's Divine Comedy. Boston, 1888.

The Psychological Bulletin, vols. 1, 2.

American Journal of Psychology, vols. 1-16.

The Psychological Review, vols. 1-12.

Journal of Experimental Zoology, Baltimore.

Biological Bulletin of the Marine Biolog. Laboratory.

Word's Hall, Mass., complete set.

Bailey & Sackett, Syracuse, N. Y.

Whittaker, Life of General Custer.

Wm M. Bains, 1213 Market St., Phila., Pa.

Trievelyan's American Revolution, vol. 1, green cl.
Donnelly's (Ig.) Cypher in the Plays and on the tombstone.

Tuer's Old Fashioned Children's Books.

Baker & Taylor Co., 33 E. 17th St., N. Y.

Barbour, Book of College Sports. D. A. & Co.

Baltimore Book Co., 8 E. Lexington St., Baltimore, Md.

Barber, The Handbook of Illustrated Proverbs. 185

Baptist Book Concern, 642 4th Ave., Louisville, Ky.
Orchard's History of the Baptists.

H. C. Barnhart, 49 W. Market St., York, Pa.

Madame Bovary, by Gustav Flaubert.

C. H. Barr, Lancaster, Pa.

North American Sylva, F. A. Michaux and T. Nuttall, 6 vols. Phila., 1865.

Rupp, Hist. Lebanon and Berks Cos., Pa.

Rupp, Hist. Lancaster Co., Pa.

Dabney, Public Reg. of Railways. G. P. P. Son 1889.

C. E. Barthell, Ann Arbor, Mich.
[Cash.]

U. S. Catalogue and Supplement, 1902, '05.

Bishop's First Book of the Law.

Rood's Wills.

Anything in homeopathic text-books.

Bobbs-Merrill Co., Indianapolis, Ind.

Shepherd, How Two Girls Tried Farming.

Eggleston, Home and Its Surroundings.

Waring, Street Cleaning and Disposal of City Waste.

Hart, Introduction to the Study of Federal Government.

Godrich, Economic Disposal of Town and Cities.

Townsend, Daughter of the Tenements.

McKenney, Thos. L., Sketches of Tour of the Lakes.

McCriery, Songs of Toil and Triumph.

Auerbach, Brigitta.

Alice Cary, Pictures of Country Life.

D. J. Hill, Washington Irving.

Lowell, Under the Willows.

BOOKS FOR SALE.—Continued

Bobbs-Merrill Co.—Continued.

Macdonald, Dealings With the Fairies.
 Colard, The Green Mountain Boys.
 Macdonald's Lectures.
 Thurston, A Frontier Hero.
 Robinson, Captain of the School.
 Hugo, Jean Valjean, readable.
 The Address of Stephen A. Douglas Before the
 New York State Agricultural Society. Pub. at
 Albany, N. Y., 1851, by Ven Thuyssen.
 Baraza, Grammar and Dictionary of the Ojibway.

Bonnell, Silver & Co., 48 W. 22d St., N. Y.
 Father of Washington, Pryor. Macmillan.
 A Branch of May, Reese.
 World's Work Mag., Jan., '08.

Book Exchange, Toledo, O.

The Criterion, April, 1900.
 Musical Courier, Jan. 26, 1898.
 The Reader, vol. 1, no. 5.
 Johnson, Tau, the Key of Heaven.
 Johnson, Iconoclasm.

J. L. Bowman & Co., 44-60 E. 23d St., N. Y.
 Patrick Henry by Wirt.

Brentano's, 5th Ave and 27th St., N. Y.
 Corbisher's New and Pract. System for Voice Culture.

Bridgman & Lyman, 108 Main St., Northampton, Mass.

Warren's History of the Novel Previous to the
 17th Century.
 in the Times of Jesus, Seidel.

Edmund D. Brooks, 89 Tenth St., South, Minneapolis, Minn.

Good illus. eds. of Macdonald's At the Back of the
 North Wind, and Davy and the Goblins.

M. B. Brown, Burnet, Burnet Co., Texas. [Cash.]
 Macaulay's England. Harper, 1850, or odd vols.

Browne's Book Store, Fine Arts Building, Chicago.
 Rand, Cowslip and Daisy.

Rand, Lilliput Lever.
 Browne, Granny's Wonderful Chair, introd. by Mrs.
 Burnett, original ed.

Browne, F. F., ed., Bugle Echoes, Poems of the Civil
 War, Stokes ed. preferred. 1884.

The Brown, Eager & Hull Co., 411 Summit St., Toledo, O.

Poe's Works, vol. 4, India paper ed., green leath.
 Pub. by A. S. Barnes Co.

Geo. Brumder Book Dept., Milwaukee, Wis.

Hall, Human Evolution.
 von Hardmann, Philosophy of the Unconscious, 3
 vols.
 Nerdaud, M., Paradoxes.

Bryant & Douglas Book and Stationery Co., 922 Grand Ave., Kansas City, Mo.

Amblichus, Mysteries of Egyptians, etc., trans. by
 T. Taylor.

Buffalo Book Exchange, 50 Seneca St., Buffalo, N. Y.

Zola, La Terre, in French.

Aristotle, Philosophy.

Lady of the Decoration.

6th and 7th Book of Moses, in German.

Humboldt, Travels in America.

Kingsborough, Antiquities of Mexico, 9 vols.

Wergersoll, The Christian Religion.

Wergersoll, The Holy Bible.

J. W. Cadby, 50 Grand St., Albany, N. Y.

Herper's Young People, bound vols.

Littell's Living Age, vols. 180-185, 201-208, 243-246.

North American Review, July, Oct., 1843; Jan., '48;

Jan., '54; July, Oct., '69; Jan., April, July, Oct.,

'75; April, July, '76.

Overland Monthly, 1883-'85.

Pertfolio, Phila., 1808.

Educational Review, Nov., 1901. At 75 c.

Campion & Co., 1305 Walnut St., Phila., Pa.

A Becket, Comic History of Rome.

Life of Byron, by an English Gentleman, 3 vols.
 London, 1815.

Carnegie Free Library, Duquesne, Pa.

A. L. A. Booklist, vol. 3, no. 3.

Helcombe, Real Chinaman.

Carnegie Library, Pittsburgh, Pa.

Hodge, Charles, Systematic Theology, 3 vols.

Hale, E. E., ed., Franklin in France, 2 vols.

Cass & O'Malley, 62 Cortlandt St., N. Y.

Hassard, Life of Archbishop Hughes.

Sayre, Two Summer Girls and I.

Chronicles of the Tombs, Bohn Library.

Central News Co., 916 Pacific Ave., Tacoma, Wash.

U. S. Catalog, 1902.

U. S. Catalog Supplement, 1902-'05.

Z. A. Church, Jefferson, Ia.

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Mathews, Golden Flower, Prang. 1890.
Smith's Chrysanthemum Manual, 1904.
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Profit and Loss. Pub. by the National Temperance Society.
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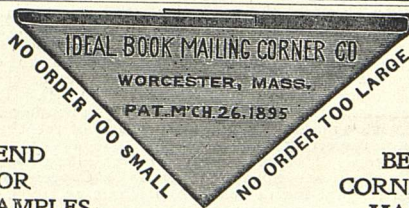
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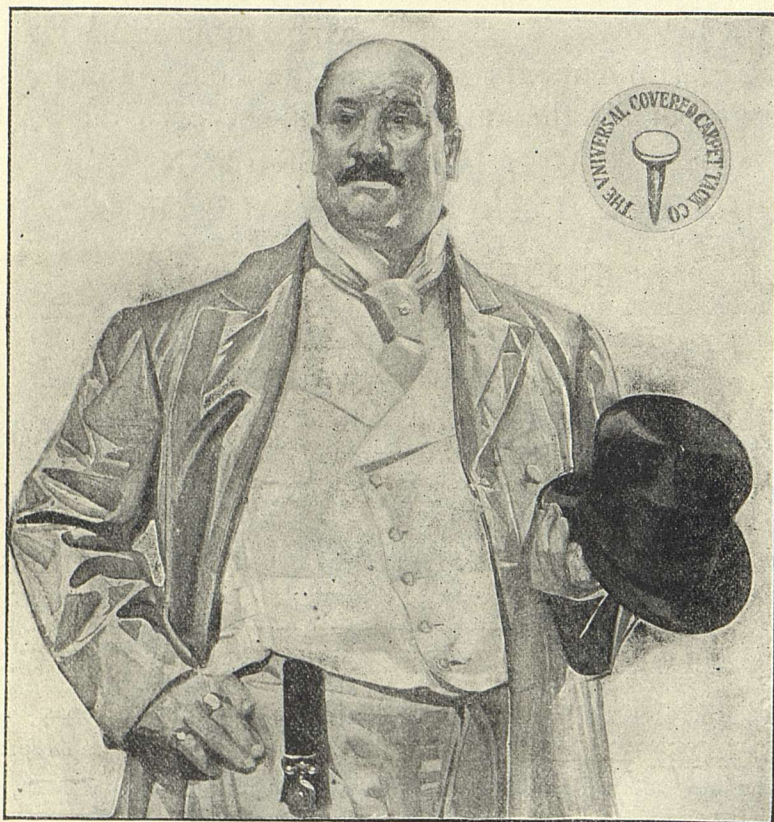
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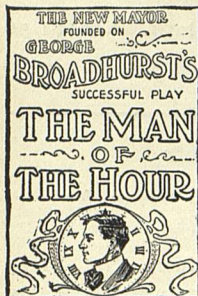
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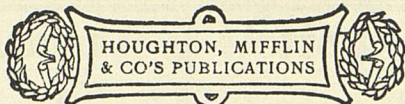
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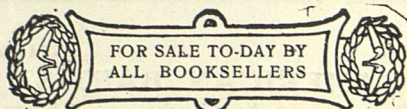
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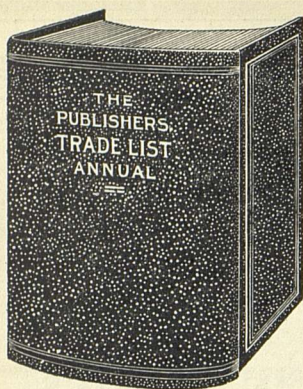
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